

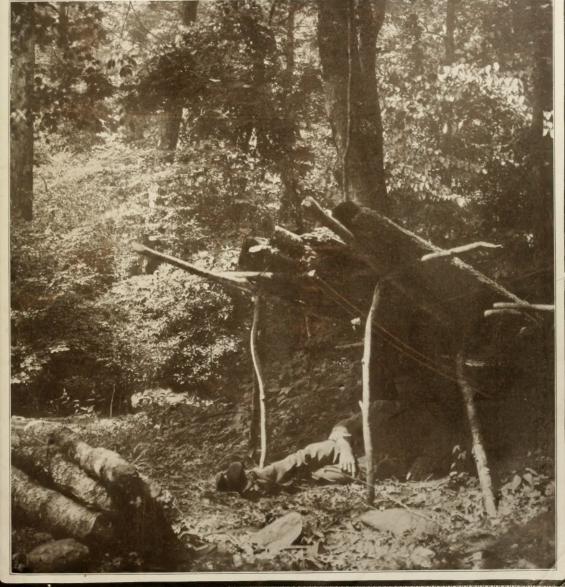
A79 V.37 1913-14

# FINDU BUIL

Eighteenth Year, Semi-Monthly.

CHICAGO, OCTOBER 25, 1913

Subscription \$2. Single Copies, 10 Cents.



#### Gentlemen:

We sell Lumber, especially Hardwoods.

We manufacture almost all we sell—we are first hands.

Our delivery points are scattered and prompt shipments our aim. Get in touch. We'll do you good.

J. Gibson McIlvain & Co. 1420 Chestnut Street, Philadelphia

### For Quick Shipment

5 cars 4/4" 1s & 2s Q. W. O.
3 cars 4/4" No. 1 Com. Q. W. O.
3 cars 4/4" Clear Q. W. O. Strips, 4 to 5½".
1 car 4/4" Clear Q. W. O. Strips, 2½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 2".
4 cars 4/4" Is & 2s Plain W. O.
3 cars 4/4" No. 1 Com. Plain W. O.
4 cars 4/4" No. 1 Com. Plain W. O.
7 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 5/4" 1s & 2s Plain R. O.
1 car 5/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 2 Com. Plain R. O.
1 car 5/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain Red Gum.
1 car 4/4" No. 1 Com. Plain Red Gum.
2 cars 5/4" 1s & 2s Plain Red Gum.
2 cars 5/4" 1s & 2s Plain Red Gum.
3 cars 4/4" No. 1 Com. Plain Red Gum.
4 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 3/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Cottonwood, 13" and up.
8 cars 4/4" Cottonwood Box Boards, 9 to 12".
2 cars 4/4" Cottonwood Box Boards, 9 to 10".
7 cars 4/4" No. 1 Cottonwood Box Boards, 9 to 10".

Immediate Attention to All Inquiries

Memphis Band Mill Company Memphis, Tenn.



#### Cartier-Holland Lumber Company



### "A Real Opportunity"

Just look over the following items of Specially Manufactured Furniture Stock. Band Sawed, Perfectly Edged and Trimmed:

80,000′ 4/4 End Cured Winter Sawn White Maple

5,000' 5/4 End Cured Winter Sawn White Maple

5,000' 6/4 End Cured Winter Sawn White Maple

10,000' 8/4 End Cured Winter Sawn White Maple

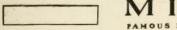
40,000′ 5/4 Selected No. 1 & Better Birch 250,000′ 1x4 & Wider Pine Crating (85% 6″ & over)

> A Postal Card Will Bring Prices That Will Warrant Your Orders



Andington Michigan





### BASSWOOD

We Offer for Prompt Shipment

1 x 4 Clear Strips
1 x 6 1's and 2's
1 x 7 and 8" 1's and 2's 24 M
1 x 3 No. 1 Common
1 x 4 No. 1 Common 50 M
1 x 5 No. 1 Common 50 M
1 x 6 No. 1 Common 90 M

Oct. 15, 1913

### COBBS & MITCHELL, Inc.

CADILLAC

MICH.

## Mitchell Brothers Co.

### MICHIGAN HARDWOODS

Cadillac, Mich.

Oct. 15, 1913

1x7	& 8 Basswood, 1s & 2s 34 M
1x4	Basswood, Clear 13 M
1x4	Basswood, No. 1 Common
1x6	Basswood, No. 1 Common 17 M
	Birch, 1s & 2s, Red 16 M
	Birch, No. 3 Common 47 M
	Cadillac Gray Elm 1s & 2s100 M
	Cadillac Gray Elm, No. 1 Common100 M
	Cadillac Gray Elm, No. 2 Common 88 M
	Rock Elm, No. 2 Common & Better 7 M
	Soft Maple, No. 3 Com 9 M
	White Maple, end dried (clear) 10 M
4/4	Birdseye Maple 1s & 2s, end dried1½ M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

# W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE **FLOORING**

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

#### Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY,

MICHIGAN

## **Kneeland-Bigelow** Company

### Hardwood Manufacturers

30,000 ft. 6/4 No. 1 C. & B. Basswood 50,000 ft. 5/4 1st & 2nds Basswood. 75,000 ft. 5/4 No. 2 C. & B. Birch 20,000 ft. 6/4 No. 2 C. & B. Birch 100,000 ft. 6/4 No. 2 C. & B. Beech 40,000 ft. 8/4 No. 2 C. & B. Beech

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

CITY, MICH.



### Ready for Shipment

Ten cars

4/4 No. 1 Common & Better Birch

Five cars

6/4 No. 1 Common & Better Birch

Two cars

8/4 No. 1 Common & Better Birch

Two cars

4/4 No. 2 Common & Better Ash

Three cars

4/4 No. 1 Common & Better Soft Elm

Five cars

4/4 No. 2 Com. & Better Basswood

Above cut from virgin timber. Grade and manufacture are first class.

Mears - Slayton Lumber Co. 1237 Belmont Ave. Chicago, Ill.



OUR DOUBLE BAND MILL-HUTTIG, ARK

### Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell/only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. CHICAGO

SAVE YOUR MONEY BY USING THE

### OOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to ou. Write for terms.

#### Lumbermen's Credit Assn., ESTABLISHED 1878

608 Se. Dearborn St. CHICAGO

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116 Nassau Street NEW YORK CITY

Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT. Hardwoods :: Softwoods

823 Railway Exchange Building, Chicago, Ill.



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

### CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

#### CHOICE BIRCH AND MAPLE—10.500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

# RAYNER

ALL WOODS SEND FOR STOCK LIST

MAHOCANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

### Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm. Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building, CHICAGO 'PHONE HARRISON 1984



#### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "inequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'd find it reduces the expense of laying and polishing.

Our Bookles tells all about Hardwood Flooring and how to care for tt-also prices and is free.

### The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

#### "WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

#### NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

# Birch Is Our Specialty

All Grades. All Thicknesses

Basswood Maple Elm

Oelhafen Lbr. Co. Tomahawk Wis.

#### We Have the Following Dry Hardwood in Shipping Condition

30 Cars 4/4 1st & 2nds Birch

20 Cars 4/4 No. 1 Common Birch

15 Cars 4/4 No. 2 Common Birch

22 Cars 4/4 No. 1 Common Maple

3 Cars 4/4 1st & 2nds Maple

4 Cars 5/4 No. 1 C&B Basswood

25 Cars 4/4 No. 2 Common Maple

5 Cars 6/4 No. 1 C&B Maple 18 Cars 8/4 No. 1 C&B Maple

14 Cars 4/4 No. 1 Com. Basswood

12 Cars 4/4 No. 2 Com. Basswood

Scott & Howe Lumber Co. WISCONSIN, Medford Lumber Co.

医过滤性过度 医阿拉拉氏性过度 医阿拉拉氏性后肢 经过的过程 医内耳氏结节病

### KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestaut

#### VESTAL LUMBER AND MANUFACTURING CO. KNOXVILLE. TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

#### QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

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Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock: WHITE OAK-Plain or Quartered.

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CHESTNUT POPLAR

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

SHIP ON SHORT NOTICE.

### Maphet & Shea Lumber Co. Manufacturers Wholesalers

OFFICE: 703-705 HENSON BUILDING

Yard: Middlebrook Pike and Lonsdale Car Line

#### KNOXVILLE, CENN.

WE WANT TO MOVE

3 cars 4/4 No. 1 Common Poplar, 7" & up 2 cars 4/4 Clear Sap Poplar, 7" & up 1 car 4/4 Select Poplar, 7" & up 1 car 4/4 1 & 2 Red Oak, 10" & up

car 4/4 1 & 2 Chestnut

1 car 4/4 No. 1 Common Chestnut

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YELLOW PINE, HEMLOCK BARK, ETC.

BAND AND CIRCULAR MILLS-EAST TENN. MOUNTAIN VIRGIN HARDWOOD STUMPAGE

# Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

### "THE VERY BEST"

ASH. BUCKEYE. RED BIRCH, CHESTNUT, GUM. RED OAK, WHITE OAK, PINE. POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

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Lest You Forget and

You probably don't know that we are now Manufacturing in White and OAK Red Plain and Quarter-Sawed

3/8, 1/2, 5/8, 3/4, 4/4, 5/4 — 100,000 Feet per Day

### BENNETT &

MEMPHIS, TENN.

NEW ORLEANS, LA. CINCINNATI. O. CABLE ADDRESS, ALL OFFICES, "BENNETT"

Do You Use Poplar? If you do, you want stock that is soft in texture and easily worked. WE HAVE IT.

Let our representative tell you about our stock or send us your inquiries and let us QUOTE YOU.

### The Mowbray & Robinson Co., Chicana

MANUFACTURERS OF PLAIN AND QUARTER-SAWN OAK AND POPLAR

MILLS Quicksand, Ky.

Viper, Ky. West Irvine, Ky.

MAIN OFFICE CINCINNATI, OHIO

YARDS YARDS Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y. W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'v & Treas.

### The W. E. Heyser Lumber Company

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BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES



### If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record

Chicago

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#### POPLAR AND HARDWOODS

CINCINNATI

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#### IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

# GOOD STEARNS PROMPT SERVICE

### HARDWOOD SPECIALISTS

#### LAST CALL for Winter Sawn End Dried White Maple

Only a limited amount of this stock on hand, so cover your present and future requirements before the supply is exhausted.

Lower Peninsula Hard Rock Maple



END DRYING LUMBER SCIENTIFICALLY

#### Stock on Hand

65 M 4/4 FAS.

36 M 5/4 FAS.

48 M 6/4 FAS.

55 M 8/4 FAS.

83 M 4/4 No. 1 Com.

26 M 5/4 No. 1 Com.

32 M 6/4 No. 1 Com.

35 M 8/4 No. 1 Com.

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.



### LAMB-FISH LUMBER COMPANY

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD—ANNUAL CAPACITY 40,000,000

We Produce

Kraetzer-cure

STOCK LIST—Dry Lumber on Hand October 1st, 1913

FAS Otd. White Oak	56,000	58,000	45,000	*150,000	*8.000	4.000		 	
FAS Qtd, White Oak, 10" & up				22,400				 	
ras gru, white Oak, to a up					*18,000				
FAS Qtd. White Oak, 12" & up				1000 000	. 19,000			 	
FAS Qtd. White Oak Strips				30,000				 	
No. 1 Com, Qtd, White Oak 20,000		15,000	*15,000	35,000	*5.000			 	
No. 1 Com. Otd. White Oak, 6" & up		,		30,000				 	
				25,000					
No. 2 Com. Qtd. White Oak 20,000								 	
No. 1 Com. Qtd. White Oak Strips				*20,000				 	
FAS Plain White Oak	4.000			50,000				 	2,000
No. 1 Com. Plain White Oak 11,000		8,000	28,000	50.000	17,000		26,000	 1.000	
No. 2 Com, Plain White Oak	8,000							 	
	0,000		15,000	150,000	40,000	*24,000	*20.000		500
FAS Plain Red Oak						~24,000		 	. 500
No. 1 Com. Plain Red Oak		25,000	22,000	200,000	14,000		2,000	 	
No. 2 Com. Plain Red Oak				*75,000		2,000			
Oak Core Stock				200,000				 	
FAS Red Gum	300,000		275,000	250,000	120,000	160,000	17,000		
			150,000	350,000	24,000	30,000	32,000		
No. 1 Com. Red Gum 70,000	100,000	140,000	130,000				32,000	 	
Com, and Better Qtd. Red Gum				15,000	13,000	10,000	* * * * * * *	 	
FAS Highly Fig. Red Gum 20,000	22,000	15,000	20,000	12,000	4,000	3.000	3,000		
FAS Sap Gum, 13-17"				85,000				 	
FAS Sap Gum, 18" & up.				24,000				 	
13 1 Com Cum 0// 6 mm	25,000	17,000	20,000	15,000	50,000	15,000	10,000		
FAS Sap Gum, 6" & up		11,000		39,000			10,000	 	
Sap Gum Box Bds., 13-17", Stained									
Sap Gum Box Bds., 8-12"				15,000				 	
No. 1 Com. Sap Gum	20,000	18,000	28,000	74,000		17,000		 	
No. 2 Com. Gum	90,000	75,000	20,000	225,000	100,000	100,000		 	
No. 3 Com. Gum				200,000	40,000	50.000		 	
				10,000		5,000		 	
FAS Cypress				14,000		15,000			
Select Cypress								 	
Shop & Better Cypress				25.212.22		150,000	1.1.1.1.1.1		
Log Run Cypress				113,000			60,000	 	
Tupelo, Common & Better				125,000					
Cottonwood, Log Run				8,000					
								Stock is a	special
* Indicates stock dry arough to ship within 60									

• Indicates stock dry erough to ship within 60 days. Remained of reems leady for inheritate simplents. The feath of the ready straight and the repeared to quote an attractive price.
All Red and Sap Gum in grades of No. 1 Common and Better is Kraetzer curred, insuring the lumber to lay straight and flat and to be absolutely rece from stain. Kraetzer curred unber is of a soft, mild texture and uniform color.
We have facilities for kiln drying and surfacing. Oak timbers, switch and cross-ties, car stock, bridge and crossing plank, we specialize on.

# **BAND SAWN HARDWOODS**

WE PRODUCE OUR OWN STOCKS

#### **Our Specialties:**

Cottonwood—Red and Sap Gum

Oak Plain and Quartered Red and White Three Ply Red Gum Panels

#### A Few Items We Want To Move

9 cars 4/4" x 13" to 17" Cottonwood Box Boards.

8 cars 4/4" x 13" to 17" 1sts & 2nds Cottonwood.

5 cars 4/4" x 18" to 22" 1sts & 2nds Cottonwood. 7 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.

2 cars 3/8" x 6" & Up 1sts & 2nds Sap Gum.

3 cars 5/8" x 6" & Up 1sts & 2nds Sap Gum.

4 cars 3/4" x 6" & Up 1sts & 2nds Sap Gum. 5 cars 4/4" x 6" & Up 1sts & 2nds Sap Gum.

4 cars 4/4" x 13" to 15" 1sts & 2nds Sap Gum. 3 cars 6/4" x 6" & Up 1sts & 2nds Sap Gum.

5 cars 4/4" x 6" & Up 1sts & 2nds Red Gum.

4 cars 6/4" Log Run Soft Maple.

5 cars 12/4" Log Run Southern Elm.

5 cars 4/4" 1sts & 2nds Plain Red Oak. 3 cars 4/4" No. 1 Common Plain Red Oak.

1 car 4/4" No. 2 Common Plain Red Oak.

WRITE US FOR PRICES

### ANDERSON-TULLY COMPANY

Memphis

**BOX SHOOKS and VENEERS** 

Tenn.

### NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES

### Farris Hardwood Lumber Co.

Successors to

CHEROKEE LUMBER COMPANY

Manufacturers Hardwood Lumber NASHVILLE TENNESSEE

### SECURE BETTER PRICES

AT LESS SELLING COST BY REACH-ING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

#### We will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar.

4/4 and 8/4 Sap Poplar. 14", 14" and 24" No. 1 Common Poplar.

14/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 28" and 24" and up.

4/4 x 18 to 17" Poplar Box Boards.

4/4 is & 2s Easswood or Linn-very fine.

3/8, 4/4, 5/4, 10/4 and 12/4 is & 2s Qtd. W. Oak.

4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak

6/4 1s & 2s Qtd. R. Oak. 4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak. 6/4 and 10/4 1s & 2s Hickory.

4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.

4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory.

4/4 1s & 2s Chestnut, also 5, 6 and 8/4. 4/4 No. 1 Common Chastnut.

John B. Ransom & Co.

MANUFACTURERS OF

Hardwood Lumber

Nashville, Tenn.

BOSTON

PHILADELPHIA

#### WM. WHITMER

Manufacturers and Wholesalers of All Kinds of a SONS

"If Anybody Can, We Can"

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

**PHILADELPHIA** 

### Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

Oak Bridge Plank cut for OUICK SHIPMENT

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J. S. KENT COMPANY PHILADELPHIA

CHARLES HOLYOKE MILK STREET, BOSTON, MASS. HARDWOODS

#### WISTAR. UNDERHILL & NIXON REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

**DUARTERED WHITE OAK** 

NICE FLAKY STUFF

TAYLOR LUMBER

Wholesalers and Manufacturers
CYPRESS, WHITE PINE, HARDWOODS AND HEMLOCK 1829 Land Title Building, PHILADELPHIA, PA

DRY STOCK **FOR** PROMPT SHIPMENT

Cars 4/4 Is and 2s Basswood Cars 4/4 Log Run Birch Cars 5/4 No. 1 Com. & 1s and 2s Oak Cars 4/4 Sap Poplar

Inquiries Promptly Answered

D. B. Curli Lumber Co. REAL ESTATE TRUST BLDG., PHILADELPHIA, PENNA

West Virginia Hardwoods WHITE ASH, WHITE OAK, POPLAR, CHESTNUT, Etc.

If in the market let us have your inquiries and we will quote you attractive prices, and guarantee to ship correct high grade

AMERICAN LUMBER & MFG. COMPANY, Pittsburgh, Pa

### WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

#### H. D. WIGGIN BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple Mill at Stone Coal Junction, West Virginia

### PROCTOR UNPARALLELED SUCCESS

Splitting Nor Checking N6 Clogging Nor

Adjusting



Recommended by all those who

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L HANCOCK & SOMERSET STS. PHILA., PA.

have tried

### **Both Ends and the Middle**

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

### THE EAST

LEADING MANUFACTURERS AND JOBBERS

# R.E. Wood Lumber Company

Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

We own our own stumpage and operate our own mills.

Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:** CONTINENTAL BUILDING.

Baltimore, Maryland

### W. P. Craig Lumber Co.

Wholesale Hardwood and Building

Lumber

Empire Building,

PITTSBURG, PA. - 11

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All we want is an opportunity to quote

Quality speaks for itself

New York Office 25 W, 42d St. Bryant 7891

Geo. Webster Lumber Co. SPRINGFIELD, MASS.

We Know How to fill your orders for all kinds of HARD WOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORIS O. Give us a trial.

THOMAS E. COALE LUMBER COMPANY FRANKLIN BANK BUILDING. PHILADELPHIA, PA.

PALMER & PARKER

TEAK FRONV MAHOGANY ENGLISH OAK DOMESTIC CIRCASSIAN WALNUT VENEERS HAPDWOODS 103 Medford Street, Charlestown Dist.

BOSTON, MASS.

ET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

## The CHEAPEST HARDWOOD LOGGING

IS DONE WITH



LIDGERWOOD MFG. CO.
96 Liberty Street, New York

#### We Will Quote Unusually Attractive Prices On the Following List of Band Sawn Poplar:

x cars 1" No. 1 Common.
2 cars 11" No. 1 Common.
2 cars 11" No. 1 Common.
2 cars 2" No. 1 Common.
6 cars 2" No. 1 Common.
6 cars 3" No. 1 Common.
6 cars 3" No. 2 Common.
6 cars 1" No. 2-A Common.
6 cars 1" No. 2-A Common.
6 cars 3" No. 2-A Common.
1 cars 1" No. 2-A Common.
1 cars 3" No. 2 A & B Common.
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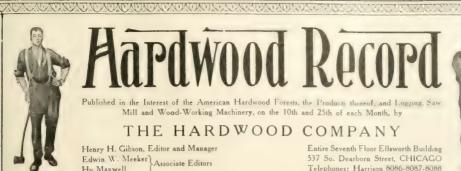
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### **ICHABOD T. WILLIAMS & SONS**

Foreign and Domestic Woods In Logs, Lumber and Veneers

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910 So. Michigan Avenue CHICAGO



# Aardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

Henry H. Gibson, Editor and Manager Edwin W. Meeker Associate Editors Hu Maxwell

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No. 1



### Review and Outlook



#### General Market Conditions

S EVERAL INTERESTING FEATURES have developed during the last two weeks in connection with the general condition of the hardwood market. These features would indicate that there is a decided exception to the generally poor condition of trade, which exception exists among the millmen.

In the first place there comes the discussion which took place in connection with the meeting of gum manufacturers at Memphis on Oct. 18. At this meeting it was brought out that the actual amount of gum cut and sold during the past months of the present year has been greater than any other similar period. It was also developed that the actual condition of gum stocks is not anywhere near so serious as was expected before the meeting took place. In fact, an actual tabulation showed that the situation with gum was not at all alarming, even though as to actual market value it is way off and the demand is seemingly becoming more limited instead of broader.

In addition to this, there have come to the editorial desk of HARDWOOD RECORD advices from representative manufacturers in the mountain sections in eastern Kentucky and Tennessee and West Virginia to the effect that stocks in first hands are not heavy and stocks in the hands of consumers are exceedingly light, in fact, according to the statement of one big manufacturer, more so than that particular concern ever knew them to be. The writer of this same letter predicts that for the winter and spring trade the highest prices for all classes of hardwoods will prevail, and states that it makes this prediction after a great deal of thought and investigation. This opinion seems to be in conformity with that expressed by other big manufacturers in that particular section of the hardwood producing territory of the country, and opinions of this sort surely offer decided encouragement.

On top of this comes a most excellent report from the market conditions committee of the Michigan Hardwood Manufacturers' Association, which met at Detroit on Oct. 22. Northern reports have been more optimistic than southern reports for some little time and the statement of the market for northern hardwoods is in keeping with past conditions. Specifically, the report stated that the total stocks of hardwood lumber were but three and a half per cent greater on Oct. 1, 1913, than on Oct. 1, 1912, when stocks were considered unusually low and could not have been enough to supply a period of good general business activity. They are only eighty per cent of 1911 stocks. This report is shown in full under the heading of the meeting of that association in another part of this issue of HARDWOOD RECORD. It offers some interesting and valuable information relative to the condition of stocks of

the various northern woods delivered by the members of the association. Taken altogether, it demonstrates that Michigan manufacturers are justly in an optimistic frame of mind. This report backs up the statement of the southern manufacturer referred to regarding market values, it being stated that with the demand less than normal during the coming year, there should not be, and probably would not be, much if any concession from present prices, while with general business conditions good a material advance might be expected in the prices for northern hardwoods.

Thus can be seen tangible evidence indicating that the hardwood trade should not take conditions too seriously. On the other hand we have tangible evidence that there actually is a decided shading of prices in many of the markets, and it is difficult to make the two conditions jibe. Some support of the favorable condition reported is seen in the unquestionably good records for building operations. In many of the leading cities of the country figures are unusually favorable. This condition, however, is not without its

Looking at the question in as broad a way as possible, HARDWOOD RECORD is of the opinion that there will probably be a slight feature of encouragement in the market which will make itself gradually more evident and that there will be no real reawakening of demand until certain political questions and questions of foreign policy have adjusted themselves. As stated on various occasions in these columns, business is without doubt on a sound basis fundamentally but, as also stated, business cannot side-step certain questions which are before the nation and which, whether business approves or not, will have an effect upon the country's markets. As to what this effect will be, it is difficult to say exactly, although it is safe to say in connection with the hardwood market that the actual volume of business, even though made up of a greater number of small orders for a few months to come will at least prevent an alarming accumulation of hardwoods at mill points.

#### A Night's Shelter

THE COVER PICTURE which illustrates the current number of HAROWOOD RECORD appeals to the woodsman. The temperary shelter is a luxury unknown in the centers of civilization, but belongs in the depth of the forest.

The woodsman when overtaken by night is able to make quick use of nature's resources in constructing a shelter that will shed the dew dripping from the trees, and the rain if the weather is wet. The picture shows a roof of bark resting on forked sticks as posts. With an ax, such a shelter can be constructed by a man in about one hour. He peels the bark from standing trees. That may be done at certain times of the year only. Bark of most trees will not peel (woodsmen call it "slipping") after late spring and early summer. It is commonly said that it peels then because the sap is "going up." That will answer as an explanation if one does not want to be too particular. The fact is, however, that sap going up or coming down has little to do with the facility with which bark may be stripped at that time. The forming of the layer of new wood just beneath the bark is the cause of the slipping bark; but that is not particularly to the point in the present case.

Paper birch is about the only tree whose bark can be stripped off for practical purposes at all seasons; and that is because it separates into thin layers, independent of the new growth of wood forming beneath in early summer.

When the wayfarer wishes to build a forest shelter at a season when bark will not peel, he uses small branches, spruce and hemlock if he can get them. A fire built in front throws the heat inside the shelter, reflects it upon the camper, and he sleeps in comfort on the "spruce feathers," which is the name applied to the pile of twigs constituting his bed. If the wind happens to be in the wrong quarter, he gets a little more smoke than is conducive to his comfort.

There is luxury in such a camp for those who know how to enjoy it; but woe to the city greenhorn whose sole experiences have been with hair mattresses and eiderdown quilts. He will realize as never before how close his skeleton lies to his skin. The owner of one of the famous buildings of New York recently spent a night in such a shelter with a rustic guide in the mountains of West Virginia. He murmured, groaned, and knocked hour after hour, exclaiming every few minutes, 'I'd give five thousand dollars to be in New York,'' Finally he raised it to 'ten thousand dollars to be in New York,'' to which the mountaineer replied, 'I don't know but that I'd give that much to have you in New York so I could get some sleep.''

The cover picture shows a dense, typical hardwood forest in the luxuriant foliage of early summer. Back of the shelter stands a soft maple. Across the brook are fine yellow poplars, indicating fertile land. It is not a limestone soil, as is evidenced by the presence of the great laurel, for it will not grow on limestone. Numerous other species may be made out by the foliage, if one is disposed to examine closely. The brook flowing by completes the luxury; for the water in such a stream is purer than all the health boards in Christendom could make it with settling tanks, filters, disinfectants, and ultra violet rays.

#### Hardwood Paving Blocks

THE AMOUNT OF HARDWOOD PAVING in the United States is comparatively small, but there is no good reason why it should not increase. The requirements of a paving block are that it be readily impregnated with preservatives, be strong enough to withstand the stress of traffic, and not too high-priced. There are a number of hardwoods that comply with these conditions.

In the early history of wood block pavements hardwoods such as oak, cottonwood, mesquite and Osage orange were used. In nearly all of these cases the blocks were untreated, or at most dipped or boiled for a short time in tar, asphalt, or other mixture of supposed preservative value, and they failed in most cases to give satisfactory results. Untreated red gum from this country was tried in England and for a time raised great hopes, but it finally proved unsatisfactory. These failures, however, have no bearing on present conditions for with standard methods of treatment and laying now in use, many hardwoods are fully as efficient as conifers. But if the woods used are too dense, heavy and hard they will become more slippery than softer woods.

In the wood-paving experiments begun by the Forest Service in Minneapolis in 1906, one portion of Nicollet Avenue, 64 feet long and 50 feet wide was laid with white birch blocks which had been air-seasoned for several months before being creosoted and used. The width and depth of the blocks was four inches, the lengths four, six and eight inches. The treatment was twenty pounds per cubic foot of creosote oil of lower specific gravity than

the specifications called for. Inspection after four years of continual service showed the average wear to be only three-sixteenths of an inch, which was exceeded by only one species. Some of the blocks, however, showed decayed heart, as a result probably of faulty inspection at the time of laying the pavement.

The manager of the paving department of the Chicago Creosoting Company says: "Experience has proved that in the Central West we have at least four woods which, when tested by every possible requirement, are suitable for paving purposes. woods are southern yellow pine, tamarack, hemlock and maple. One street paved in Chicago with southern gum is not considered a sufficiently conclusive experiment to warrant one to form a definite opinion. . . . Observations made at our plant during the past year show that maple is the wood most easily treated, followed closely by tamarack and hemlock, all three greatly outclassing yellow pine in this respect. . . . A little more than a year ago our company furnished enough hard maple blocks to lay the intersection of Madison Street with Fifth Avenue, one of the heaviest traveled spots in the city of Chicago. It is estimated that the daily vehicle traffic on Madison Street is eight thousand, while that on Fifth Avenue is over five thousand. Pounded by traffic from four directions, these blocks do not show the slightest sign of wear. In fact, so satisfactory was the result that the Chicago Railways Company purchased its entire supply for 1912, specifying maple."

Hardwood paving blocks are also coming into use for factory floors. While the use of hardwood for paving may be said to be in its experimental stage there is no doubt but there is a considerable future for the business if the hardwood manufacturers care to enter that field and push their product.

#### In the Midst of Change

A GREAT INDUSTRIAL CHANGE is actually taking place in this country, and it is attracting far less attention than its importance deserves. It is based on the development of hydroelectrical power, that is, water power transmitted by electricity. The dedication a few days ago of the great dam across the Mississippi at Keokuk called attention to that particular project; but most of the press comments were based on a comparison of the dam with Egypt's largest pyramid as to size. It was really a comparison of "great things to small."

The pyramid is a five-thousand-year-old monument to human folly, the Keokuk dam is a monument to progress and industry. The pyramid's one achievement was the harnessing of one hundred thousand men to do the work of one tyrant; but the installment at Keokuk will harness the forces of nature to do the work of three million men. Therein lies the difference between progress in the days of Cheops, and in the year 1913.

Great water power plants are being planned and installed in various parts of the country. Fifty years ago they would have been totally useless, utterly incomprehensible, because only a small part of the power could have been employed on the spot, and none of it could have been transmitted a hundred yards beyond the water wheels that developed it. Now electricity carries it hundreds of miles. One vast central plant may supply power to half a dozen states, and at so low a cost that coal cannot compete unless in proximity to the mines that produce it, and it is doubtful if it can long compete at the very mouth of the mine.

There is available water power in this country to turn every wheel, light every town, heat every home in the United States. Many of the installations will be enormous, others will be smaller; some will utilize the falls of large rivers, others will be built on smaller streams. Every ton of water that runs down hill has power in it which a turbine, a motor, and a few lines of wire will render available for use.

The Keokuk installment is the largest thus far in America; but it will not be the largest long. In the Sierra Nevada mountains in California, six thousand feet above the sea, a larger plant is partly completed. It will supply power three hundred miles away, and a stream so small that a sheep can wade across it will furnish it all.

Two other plants almost as large are planned in Calafornia. Other installments nearly or quite as large as that at Keokuk might, and doubtless will, be built on the upper Mississippi. More power is running to waste in the streams of the Rocky Mountains than that region can ever make use of. Two enormous power stations are under way in West Virginia, with room for a dozen more. That power will be available in the region between the Great Lakes and the Atlantic coast. New England and the southern Appalachians have enormous possibilities in the way of hydroelectric power.

The work is going on far more rapidly than the people realize. It is a fact that has been pointed out by historians that great movements, changes, and revolutions are seldom understood or appreciated by the people who actually live in the midst of the movements. The revolution in the development of mechanical power now going on in this country is a movement of that kind, and it is attracting comparatively little notice from the general public. The people will wake up in a few years and find that the United States has been electrified, and that the water power has been harnessed.

#### Lumbermen Should Stand by Wood

A TIMELY, SENSIBLE WARNING is sounded by The Construction News to those who handle and sell lumber that they should stand by their product. The warning is aimed particularly

at dealers who sell lumber but are not averse to handling all kinds of substitutes on the side. They sell paper roofing, metal ceiling, make-shift flooring, corrugated siding, when they ought to stand up for lumber and persuade their customers to take it and let sham substitutes alone. These dealers are willing to sell the substitutes because they think they see more immediate profit for themselves. They handle such things as a side line, and count all the profit as clear gain. They charge all expenses up to lumber, because they regard that as their main business, and if they can run in a substitute they seem to think it is good business. It is mighty poor business. They are helping to give wood a bad name by allowing buyers to believe there is something the matter with it, and that cheaper materials will answer as well. Dealers in wood owe it to their business to stand up for their busi-

ness and to quit nibbling at the bait dangled before them by the manufacturers of substitutes.

#### Timely Organization

E LSEWHERE IN THIS ISSUE OF HARDWOOD RECORD will be found a report of a gathering which can well be considered as of great importance insofar as its bearing on the manufacturing and marketing of gum is concerned. This meeting was called by men prominently known as red gum manufacturers, and was held at Memphis on October 18. Those familiar with the trend of the gum market during the last few months readily understand the reason for and significance of the meeting, and it has been clearly understood by gum manufacturers that some concerted action must be taken in order to prevent this most excellent American hardwood from again becoming the drug on the market which it formerly was.

The value of concerted action in association work has been too conclusively demonstrated in connection with the lumber business of the United States to leave room for a minute for any

argument unfavorable to the proposed organization of gum manufacturers. Hence the logical conclusion was, in face of the unfavorable conditions prevailing in the market for gum, that the only salvation of the trade was close association with a view to putting into effect uniformity of manufacturing and sales methods, and also to insure some concerted action for merchandising the product of the gum mills.

It could hardly have been expected that at the first meeting a permanent organization would be perfected, nor was such a step recally to be desired so precipitantly, inasmuch as a hastily formed organization would unquestionably not embody the proper constitution and by-laws to lend themselves with sufficient elasticity to changing conditions. Steps were taken, however, in the appointment of committees of representative gum manufacturers, to work to the end of forming a permanent organization. These committees will report back to the meeting of the same people four weeks from the date of the first meeting.

The value of such a gathering was demonstrated by the Memphis meeting in spite of any sentiment that might have been encountered against organizations, inasmuch as through the reports from those in attendance it was learned that the situation of the gum market is really not nearly in such bad shape as it has been considered for several weeks. With this condition apparent, the

meeting will have a strong moral effect on the holders of gum and the result will be a noticeably strengthened market.

While the meeting was closed to representatives of trade papers, it was stated by those in attendance that the sentiment was strongly in favor of a permanent organization and that there is every probability that such an organization will be perfected within a very short time. If this comes to pass, and if the ambitious plans on foot for exploiting the products of the gum mills are carried through successfully, the next few months will see gum placed back among the leaders in the hardwood market of this country and abroad.

# Wicksburg Export Lumber Co.

MANUFACTURERS AND EXPORTERS OF

#### SOUTHERN HARDWOODS, CYPRESS AND YELLOW PINE

MILLS: Valley Park, Miss, Smedes, Miss, Fenwick, Miss.

Vicksburg, Miss., October 6, 1913.

HARDWOOD RECORD,

Chicago, Illinois.

Gentlemen: Enclosed please find check covering statement as per enclosed.

Delay in attending to this matter was caused by the writer's absence from the city.

We hope that the RECORD will resume its appearance

We hope that the RECORD will resume its appearance in our malls at once, because we "need it in our business." With kindest regards, we are,

Yours very truly,
VICKSBURG EXPORT LUMBER CO.,
per G. B. Wilson,
Sales Mgr.

EH.S

#### Not Practical

UDER A RECENT DATE HARDWOOD RECORD had a communication from a man interested in the marketing of for-

est products on the Pacific coast. The letter inquired for possible sources of supply for cheap three-ply red gum panels, it being suggested by the writer that he saw no reason, inasmuch as red gum had attained considerable usage in the West for interior finish, why it could not be used very readily for packing case construction.

From the physical point of view, considering merely the qualities of the wood and its adaptability for the use suggested, there can be absolutely no doubt that packing cases made from red gum panels, three or five-ply, would, even in as small a thickness as onequarter inch, if properly reinforced and constructed, suit the purpose admirably.

The correspondent, however, overlooked one important factor, which absolutely eliminates the possibility of building up a trade in this particular line in the Pacific coast states, especially under present conditions. That factor is freight rates.

It is probable that the cheapest veneer he could get for the purpose would be stock costing five dollars per thousand at the mill. To utilize three-ply stuff would mean three times that cost for the area

of the box to be made. On the other hand, the average rate from the Chicago territory to the coast on panels is \$2.60 per hundred pounds. It is easily seen from this fact that it would be absolutely impossible to cover even the cost of transportation in the sale, let alone the increased cost of gum over the western woods used for packing box construction. At \$1.25 a hundred for veneer shipment for the same distance, the prospect of developing a trade in this line for packing\*case construction is still absolutely nil, and even where thin stock classed as lumber, including 1/15 inch and up in thickness, shipped at lumber rate of seventy-five cents, there is still no chance of making a business proposition out of it.

As stated, the physical qualities of gum are very well adapted for the purpose mentioned, and were the manufacturer in question seeking a high-class finish in furniture wood he could surely find no better domestic species than the lumber and veneers manufactured from a red gum tree. However, geographic circumstances absolutely prohibit the use of low grade stuff in the way he suggests.

#### Where Authority Conflicts

It is probably a necessity to have two governing bodies with jurisdiction over freight rate matters in interstate and intrastate business. States' rights seemingly demand that the governing of railroad rates within the border of any state shall be incumbent upon some authority within each state.

On the other hand, it is manifestly necessary to maintain a separate organization for the regulation of rates governing shipments on interstate commerce. Nevertheless there are numerous occasions on which a gross injustice is the result of such conflict of authority. One of the most flagrant of these would seem to be the readjustment of freight rates in Michigan based on the Interstate Commerce Commission's decision regarding the proposed general horizontal advance of five per cent in the central classification territory on the one hand, and on a recent order of the State Railroad Commission of Michigan on the other hand to the effect that a readjustment of Michigan rates is necessary.

It is contended by Michigan shippers that even though the railroads of Michigan declare that no injustice will be done, and that no action will be taken until a decision has been made on the general advance by the Interstate Commerce Commission, a gross injustice will be worked upon them which injustice would hit lumber shippers particularly strongly.

The basis of their contention is that the re-classification of rates in Michigan would mean the abolishment of commodity rates and the establishment throughout of class rates, which in itself will effect a decided increase in the present rates of lumber, it being placed in the sixth class. They contend that even after this readjustment has taken place if the Interstate Commerce Commission allows a horizontal advance of five per cent on general rates, advantage will be taken of such a decision by the Michigan roads to still further increase rates throughout the new tariffs, which will effect a total increase in Michigan rates ranging from five to thirty-three and one-third per cent as against a straight advance on general rates of but five per cent. The inequality of such an arrangement, and the injustice that it would surely result in are easily discernible.

It is not possible to foretell accurately what the ultimate outcome will be, but Michigan lumbermen at least are making active arrangements to secure an equal basis for shipments in competition with shipping points in adjoining states. It can readily be understood that if the entire matter of freight rates both interstate and intrastate were in the hands of some central body, such conditions would not even threaten.

#### Iowa's Example

THE FOREST WASTE PROBLEM has so nearly solved itself in Iowa, according to a recent report prepared by the Forest Service, that it is no longer a difficult problem there. Iowa is not and never was a heavily forested region with large logging operations, and to that extent it differs from many other states; but it

has dealt with the question of saving waste and has shown that it is not difficult to do, provided the economic conditions are favorable.

It has been found by experience that it is more profitable to ship logs from Minnesota to Iowa and manufacture the lumber at the point of destination than to saw the logs in the forest and ship the lumber only. The shipping of the logs in this case is by water, which method is much cheaper than by rail. The market is in Iowa. When the logs have floated down stream to the end of their water journey they need travel no further to reach market. They are there reduced to lumber, and it finds a sale near at hand. The market takes everything that comes. The lumber, lath, shingles, and squared timbers are wanted. The scraps are sold for fuel, and the sawdust is bought by ice houses or for stable bedding. The utilization is complete, and not a particle has to be given away, but everything turns some profit into the lumberman's pocket.

If the logs had been reduced to lumber in the Minnesota forests, nothing could have been sold without shipping. The lumber and one or two by-products might have paid the freight and returned a profit; but all else would have been worthless and it would have been left at the mill.

No particularly new solution has been worked out in Iowa. The same thing has happened elsewhere. It will work wherever conditions are right. Examples of success are always valuable, however, because they are so much more easily understood than mere theory. If an owner of timber can figure out a way to ship his logs to a market that will take the lumber and all the by-products at a profit, he will be inclined to do it, in preference to sawing lumber at a place where the lumber only is salable.

#### The Making of a New Wood

A NEW WOOD has a hard time establishing its right to recognition. It takes a long time to get a hearing. The chances are against the new comer in the circle of accepted woods, and a long period of waiting and neglect usually precedes final recognition and acceptance ('Be not the first by whom the new is tried'' appears to be the fashion among the users of forest products now as it was among the users of words in Alexander Pope's time.

No matter how excellent a new wood is, it is looked at askance when it first appears as a candidate for favor. Everybody waits for someone else to try it and demonstrate its good properties. That process is usually slow and long-drawn out. If the candidate for favor happens to be a foreign wood, it must wait still lorger. The prospective user considers several points before he will consent to give the new material a trial. He wants to know, first of all, if the supply is adequate, and if he can depend on securing what he needs, in case he finds it suitable. If not assured on that point, he is not likely to prosecute the inquiry further. If the supply is found satisfactory, the price is investigated, and if that is all right, the prospective market is looked into. It all takes time and results in years of uncertainty and delay.

A number of the well-known woods of the United States have had to pass through such periods of trial, apprenticeship, and neglect. For a long time they received no more recognition than if they had been foreign, perhaps not as much. Blackwillow is an instance. No one claims for it a higher place than among the minor species, but until recently it did not have even that much recognition but was classed among weed trees. It has come up out of that place of low esteem and now has more markets than it can fill. It is excellent box material, good for wagon beds, and highly satisfactory as cores or backing for veneers. The willow grows in scattered situations, or in dense small stands, but never in extensive forests. It is most abundant in the lower Mississippi valley, but trees in good situations attain respectable sizes in many parts of the United States. The growth is rapid, and acre for acre it will probably produce as many cubic feet of wood per year, as any other species in this country.

The willow is cited simply as an example of a neglected wood which finally made its way to the front. A number of others could be named, but it would be a repetition, for the process of securing recognition is the same with all—long delay, discouraging neglect, with ultimate success if success is deserved.



### Pert, Pertinent and Impertinent

#### From Real Life



The Boss: What are you doing down there? The Inspector: Looking for pin worm holes.

The Boss: You are a too damned technical inspector for me. You go to the office and get your pay.

#### All That Was Coming to Him

The cowboys were having a baseball game down in Texas. A big bushy ranger clouted the first ball over for a home run. Instead of circling the bases, however, he waited for the pitcher to deliver another ball.

"Why don't you run?" the crowd shouted. "Got two more strikes yet,"-Everubady's

#### Exertion

In the southern part of Arkansas, where the natives take life easy, a man and his wife were one day sitting on the porch when a funeral pro-

cession passed the house. The man was comfortably seated in a chair tilted back on its hind legs against the side of the house, and was engaged in whittling a piece of wood. As the procession proceeded, be said:

"I reckon ol' man Williams's got about the biggest funeral that's ever held aroun' hyear,

"A purty good-sized one, is it, Bud?" queried the wife, making no effort to move. "You betcher!" Bud answered.

"I certainly would like to see it," said the woman "What a pity I am't facin' that way '

#### Making Up for Lost Time

Cissie "Why in the name of goodness do you keep taking out your wat b. Have you a train

to eatch?" Tom "The ire ire i haven't seen it for a long time," —  $IH_{in}$  related Rits

#### Survival of the Fittest

Employer "Yes, I advertised to a strong boy. Do you think you can fill the bill?"

Applicant - "We'l, I just taushed bekin' fourteen other fellers that were waitin ent in the hall" Boston Freneng Transcript



### The Adirondack Hardwoods



From the viewpoint of the lumber industry. New York has passed through an exceedingly interesting lustory. In speaking of lumber ing in this state, one at once thinks of the Adirondacks, which is the producing center of the lumber industry. Originally, only the white pine was cut; then the spruce was cut over, and for a long time in the old lumber days the hemlock and hardwoods were regarded as being almost worthless, or certainly not worth while taking to the mill. Finally the hemlock, which only a few years ago brought an average of from seven to ten dollars per thousand board feet, millrun and which now trings from eighteen to twenty five dollars per thousand millrun, was logged along with the spruce and the pine. The advanceing price of the hemlock bark for tanning purposes was the stimulus needed to bring this tree on the market. Then finally, with the increase in value and the general recognition of their wide use for so many purposes in various lines of utilization, the hardwoods began

to be cut until at the present time, there are nearly as many hardwoods being lumbered as softwoods.

As a result of this progression in cutting, the second growth is almost entirely hardwood—that is from twenty to one hundred years ago only the white pine and better spruce were taken out which left the hardwoods to occupy the soil. At the present time therefore, there are several logging operations in progress on areas that are now practically pure hardwoods and which up to about thirty years ago, were at least partly covered by pine and spruce. One large tract of 68,000 acres which was recently purchased and is now being logged by a large hardwood operator, was cut over about twenty-

five years ago for spruce, and not a stick of the hardwoods touched. The late Col. Fox. a veteran lumberman of the Adirondacks and for a long time state superintendent o f forests stated that in his opinion about seventy or eighty per cent of the Adirondacks are now composed of hardwoods; and this region is commonly known as the center of a great spruce

One promiment reason for this condition, of course, is the local custom of driving which has existed in the Adi-

rondacks from the earliest history of the lumber industry. This region contains a large number of excellent drivable streams which naturally afford the cheapest means of transporting the softwoods to the mills. This obviously left the logging of the non-drivable hardwoods out of the question. It is only within the last few years therefore that railroad logging has been introduced to afford a means of getting out the splendid big maple, beech, birch, basswood, cherry and other hardwood logs.

Within recent years, the stumpage price of hardwoods has ad-

vanced remarkably. This is only a natural result of the above described history. White pine stumpage brings from \$9 to \$12 per thousand, depending upon accessibility and condition. Spruce brings from \$7 to \$10 per thousand and the hardwoods from \$5 to \$12 per thousand. Ten years ago, hardwood stumpage could be purchased for about \$2 or \$3 per thousand, depending largely on species and location. Within the last two years, however, large purchases have been made at a stumpage rate of around \$5 per thousand on the average for all species, based on a fairly accurate estimate. It has recently been estimated by the forestry officials of the state that if all the trees were taken into consideration, between seventy-five per cent and eighty-five per cent of all the present growing timber in the Adirondacks would be found to be composed of hardwoods. Fifty years ago probably sixty per cent of the merchantable timber at least was composed of white pine, spruce, and hemlock.

During the year 1911 approximately onehalf-billion board feet of lumber was cut in New York. The hardwoods represented in this cut are best shown in the following table. The average wholesale prices at the mill as given in the Bureau of Census reports are also shown:

Ye	arly cut	Price
Species M f	eet B. M. a	t mill
Hard maple (		16.52
Beech §		14.43
Basswood	29,638	20.81
Birch	28,465	17.46
Oak	27,446	21.45
thestnut	16,541	17.44
Elm 1	12,462	18.76
Ash	10,727	21.46
Misc., including hickory, wal-		
nut. butternut, cherry,		

238,648

The total cut of the softwoods in 1911 amounted to 288,000,000 feet, exceeding that of the hardwoods by only about 50,000.-000 feet. And when one considers the great amounts of hardwoods utilized in the many industries which are not shown in the Census lumber reports, this apparent discrepancy would rapidly disappear. The majority of the softwoods shown in the above cut in fact is composed of hemlock which, twenty years ago, scarcely entered the



A GOOD STAND OF MINED HARDWOODS AND PINE RUNNING ABOUT 18,000 FEET TO THE ACRE



GENERAL VIEW OF ROLLWAY, MILLS AND YARDS OF THE EMPORIUM LUMBER COMPANY, A LARGE HARDWOOD OPERATION AT CONFIFE IN THE HEART OF THE ADIRONDACKS

The principal Adirondack hardwoods cut are, therefore, hard maple, beech, basswood, birch and oak, with some elm, chestnut, ash and hickory found chiefly at the lower elevations and in the many woodlots.

In former years, practically all of the hardwoods consumed in the state were brought in from the Middle West and the Lake State region, and the real cause of the increased stumpage prices obtained in the Adirondack region is the increasing demand for wood used in the various lines of utilization. The prices obtained for forest

products and particularly for the better hardwoods are probably as good in New York as in any other state in the Union on account of the dense population, varied wood consuming industries and special manufacturing interests. For instance, the Brooklyn Cooperage Company of Tupper Lake makes practically all of the sugar barrels used in the New York and Philadelphia trade. There is also an almost countless number of small slack cooperage plants located all over the state to supply barrels, especially for fruit shipping. Western New York still maintains its high position as a producer of apples and the large quantities of barrels used in this industry bring from forty to forty-five cents apiece.

In the future, it is estimated that the hardwoods will more than ever hold their present important position in the lumber production of the Adirondack region. The hardwoods replace themselves so readily by sprouting and by scattering their seeds over both cutover and burned areas that they gradually occupy areas formerly covered by the white pine, spruce and hemlock.

For several years around 1860 New York was a leader in lumber production. At the present time it is the twenty-third state on the list; but in spite of this wide discrepancy statistics show that the present value of lumber produced is approximately the same as that of 1860. Moreover, New York used to supply a large portion of the wood consumed within the state. Now it sends from \$15,000,000 to \$20,000,000 out of the state for forest products every year. The New York Central Railroad alone spends between \$3,000,000 and \$3,500,000 a year for ties, which could easily be produced within the borders of the state. It is very fortunate that New York has taken the leadership in forestry work, having a total forest reserve area of over 1,600,000 acres of which 1,400,000 are in the Adirondacks. There are over 19,000,000 seedlings in eight state nurseries in which yellow poplar, red oak, black locust, honey locust and a variety of hardwoods are being raised and set out over the state in addition to the white pine, Norway pine, Scotch pine and Norway spruce.

A great deal of splendid work has also been done along the line of fire protection. The Adirondacks have suffered from fire as severely as any other region in the country. The hardwoods have suffered from these flagrant fires as well as the conifers, as the two are always found in mixture and there are now forty-nine fire towers connected up by telephone, maintained and operated by the state conservation commission. This fire protection service, along with the reforestation, has the hearty co-operation of the lumbermen of the state. Already about 3.500 acres have been planted up to new growing timber.

The reforestation and fire protection policies of the state have been strongly endorsed by the Empire State Forest Products Association, composed of all the lumbermen and paper pulp interests of the state. This organization is also very active in favor of repealing the state laws which prevent the cutting and utilization of any timber on the big state reserves. Even mature or decaying, or even fire-killed timber, cannot be lawfully utilized, according to an old constitutional provision. It has been estimated that a revenue of from \$1,000,000 to \$1,500,000 could be annually secured from the present state reserve area without impairing its productivity and value for future forestry purposes. These reserves contain some of the finest hardwoods and coniferous timber in the Adirondacks and it is expected that they will be handled for the production and utilization of timber in the same way that the big federal national forests are being managed in the West. They would also furnish material for the mills which, sooner or later, will have to go out of business from lack of logs.

It is in the closer and more intensive utilization of the products of the forest, however, that the lumbermen are mostly interested, and as successful examples of complete utilization may be found with the Adirondack hardwoods as in any other forest region in the country. Moreover, conditions are very favorable to specializing in hardwood products and to the utilization of practically all the slabs, trimmings, edgings and even sawdust, which in many operations are conveyed to the burner. These conditions are as follows:

- 1. Proximity to the most densely populated section of the country.
- 2. Good transportation facilities.
- 3. Excellent markets for all kinds of products.

4. Development of varied wood-using industries to utilize otherwise waste products, such as wood alcohol, furniture, cooperage, shoe last, novelty, broom handle, dowel, vehicle and handle stock plants.

The recent co-operative study of the wood-using industries of New

York carried on by the New York State College of Forestry at Symmes, and the Levy Symmes are the Levy Symmes and the Levy Symmes are the Levy Symmes and the Levy Symmes are that New York is the greatest wood consuming state in the Union and it is a leader in the box board, excelsior, wood pulp, music instrument, gunstock, furniture and shipbuilding industries. During the year 1912 the investigation showed that over 1,750,000,000 board feet were consumed in the wood-using industries of the state. These eagerly center around the Adirondack region, the lumber centers of Buffalo, the Tonawandas, New York City and Jamestown, which is a great furniture and veneer point. Connected with several of the Adirondack hardwood mills are many specialized industries, such as shoc last, handle, whip stock, bobbin, furniture round and novelty mills, which depend largely on the otherwise waste products of beech, hard maple, birch, basswood and red cherry for their raw material. Very little sawdust goes to waste, for it finds a ready market for packing purposes, stable bedding, storing of ice, especially in the big ice houses along the upper Hudson river, mattings, etc.

N. C. B.

#### Baltimore Exports Gain

The curtailment of lumber exports through Baltimore, which had become very pronounced for several months, seems to have been checked, and for the first time since the beginning of summer the month of September showed an increase in shipments as compared with the corresponding month of last year. The gain, taking mere totals for September last over September, 1912, was somewhat more than 100 per cent, but account must be taken of the fact that a considerable part of the increase is on the score of West Virginia spruce shipments to South America, which are occasional and make up nearly three-quarters of the increase. There was a falling off in the forwardings of hickory and oak logs, the classification "all other logs" also exhibiting a blank. A slight reduction in the shipments of oak lumber is likewise to be noted, while poplar and "all other'' lumber made a material gain. The general tendency appeared to be in the direction of an expansion of the exports, and it is thought that the low ebb of the foreign movement has been passed. The comparative figures are as follows:

	1913		10012	
	Firet		1 host	
	Quantity	Value	Quantity.	Value
Hickory				
Logs, Hickory			6,000	8260
Logs, Walnut	25,000	80,810	75,000	
Logs, Oak			20,000	620
Logs, All Others			20 000	850
Lumber, Oak		62,097	1,586,000	52,397
Lumber, Oak	255 000	15.841	133.000	5.707
Lumber, Poplar	, силег			
Lumber, All Others	239 000	10,300	95,000	1,200
Shooks, All Others	1,376	1.514	1,105050	2,025
Staves	21,868	1.9000	7 163	17.
All other manufactures of lumber		.1,6000		4,5550
All Other manufactures of		11.417.5		2.004
Furniture		2,111.1		-
Trimmings		1,214		.116
All other manufactures of wood		20,610		21.048
All Other manner		4	4022 240	a continued

The total of all exports for September last is \$211,140, against not more than \$104,823 for September, 1912, but, as has been explained, not less than \$71,328 of this is on account of spruce lumber, which is shipped only occasionally and of which several shipments may happen to fall within one month, thus materially swelling the total of exports without making the increase of real significance in sofar as the export business generally is concerned.

About the best way to keep from being a slave to your business is to be master of it.

Even a "hot air" brand of politeness is better than none.

A reputation for furnishing good lumber is worth a lot more in the market than a reputation for furnishing cheap lumber.

Sometimes a furniture manufacturer hopes to save money by seeking a lower grade lumber for his work when the true route to economy is really by way of the upper grades at higher prices.



### The Red Gum Situation



#### Editor's Note

The following paper was contributed by Herbert E. Sumner of the Sumner Lumber Company, New York City, at the meeting of gum manufacturers which took place at Memphis, Tenn., on Saturday, October 18. The purpose and accomplishments of this meeting are described in detail in another part of this issue of Harowood Riccom. Mr. Sumner's talk point out various logical reasons why red gum is in the position it occupies today.

The writer regrets that conditions over which he has no control have not permitted him to attend the meeting of the red gum manufacturers in Memphis on October 18.

As no doubt all the manufacturers know, the writer has been a strong advocate and booster of red gum ever since it was put on the market, and, of course, any discussion to help along the sale of same is naturally of interest to him. The questions that are set forth in the call for the meeting, under date of October 11, are of special interest.

The first-why has the market eased off?

In the following, bear in mind, that the writer speaks only of the conditions that exist in the eastern states. The consumers are principally the trim manufacturers, the furniture manufacturers and the piano manufacturers. The trim trade is at a standstill. This statement can be confirmed by anyone who knows the conditions, or has traveled through either New York state or Pennsylvania, and is especially marked in New York City. The furniture manufacturers are fairly busy, but inasmuch as they have no prospects ahead of two months or so, they cannot be induced, except at especially low prices, to invest in any lumber. The piano manufacturers seem to be working full time, but they, too, will not buy ahead of their requirements, so that it resolves itself down to the fact that red gum is in pretty much the same condition as other hardwoods, although there are one or two other conditions that probably make it the slowest mover today.

The basis of these conditions go back to the last flood. When the first report of the flood at Dayton was heard a great deal of stock, as all of you gentlemen know, and principally the red gum in the lowlands section, was immediately put on wheels and shipped without orders to the various consuming sections. The consuming manufacturers at that time had really a large stock on hand and while they were not interested in buying in large amounts they took in some of the stock and, of course, the balance of it was stored. In the summertime they started to use the first of this consignment of stock, and at just that time the other manufacturers of red gum were again offering stock for sale. In the early fall busines fell off and there was no volume of busines to speak of. As a consequence, manufacturers began to offer their stock at lower prices. With this drop in the market and with no special pressing need the buyers grew conservative and decided they would not invest until they knew exactly what conditions were.

Today an enormous volume of red gum is being offered by the manufacturers. There is a much greater volume being offered than is really on hand, for the reason that one stock sheet received in a big center by say ten wholesalers is copied and sent out broadcast by each of them. As a consequence there is ten times the actual amount offered from one mill and a buyer in one city will get at least five stock sheets. Now this, coupled with the stock sheets and offers that are coming in from the mills direct, as well as from wholesalers in other cities, gives a buyer the impression that gum isn't selling at all, and that he can get it at his own figure later on. You will no doubt be surprised to know that firsts and seconds red gum is being sold as low as \$37.00 on a Philadelphia rate of freight by Louisiana mills, and by car shipments. Even at this price, some consuming manufacturers are buying in only limited quantities, believing that there is to be a still further decrease in prices.

Now, you ask the question, "What is the remedy?"

No amount of advertising or any other sales work will under these conditions be of any use; money would be only wasted while these conditions exist.

The underlying conditions are as follows:

People are not buying luxuries in the face of the present times and are buying only actual necessities. This affects the piano and

the furniture industries. Real estate at this time is a drug on the market for the reason that it is a slow asset, and at this time money is not plentiful. This affects the trim trade. Then, too, the investment market today offers on the best securities a six to seven and one-half per cent return on the money invested, and offers as well the chance of making a good deal of money in buying at the present-day prices which, as you all know, are very low in comparison to what they have been. There is no question but that in the adjustment of conditions the feeling of confidence that will grow when legislative matters have been settled, will strengthen gradually. The investment market will go up and from the profits realized thereby the public will again have money to put into real estate and into the luxuries which in turn will affect the real estate business, the trim business, the furniture business and the piano business, which industries, as you know, constitute the bulk of the consumers of red gum.

While there is no question but that underlying conditions are absolutely sound, at the same time there is not the feeling of confidence today that there will be in the spring, by which time the effects of the tariff, currency bill and other legislative factors will have been felt.

#### Lumbering in London

The largest city in the world would naturally be the last place to look for logging operations, including the felling, conversion, and selling of trees; yet a recent issue of the Timber News, published in London, gives some interesting facts on the subject of timber-cutting in that great metropolis.

In the first place, the city includes about 118 square miles, and it is not solidly built up. Vacant lots and squares contain venerable trees, some of them centuries old. As building operations are extended it becomes necessary to clear this land, and the trees are sold to operators who cut and remove them. Rather large quantities of logs are occasionally secured in this way. Oak predominates, but a recent sale included trees of Lebanon cedar planted centuries before.

It might be supposed that very high prices would be paid for timber in the heart of London, particularly when trees are sound and of large size; but such prices are not realized. A lot of seventy oak trees "of hard, clear timber," sold for about fifty dollars, board measure, per thousand; and the Lebanon cedars, one of which measured over 1,000 feet, brought only \$18 a thousand. There was a reason for the low prices. Timber buyers are strongly prejudiced against city trees, because experience has shown that such trunks are liable to contain all the way from a pound to a keg of nails, spikes, and bolts that have been driven in for various purposes during the last few centuries; and sometimes little good lumber can be cut from trees which have an outside appearance of being perfect.

#### Correction in Article on Eucalyptus

In Hardwood Record of September 25, 1913, page 24, in Mr. Tiemann's article on eucalyptus, a typographical error occurred in the sentence: "The rate of growth of manna gum at the Santa Monica experiment station is at best hardly two-thirds that of blue gum, although it is reported to exceed the latter in the Hawaiian Islands." In this sentence, "manna gum" should read "red mahogany." There has been some discussion in California as to the relative merits of the two species in question, and the sentence, as originally printed, might lead to a misunderstanding.

Knowledge is power only when you can use it—without use it is more like dead timber—likely to decay.



### Drying Plain and Quartered Oak



The man who would do thorough and scientific drying of oak lumber for cabinet or millwork must make it a point to separate his plain oak from his quartered oak.

With the upper grades this is commonly done in the process of grading so that it is easy enough to keep and handle it separately in drying if one would but just think about it and provide for it. Sometimes in the lower grades plain and quartered oak is mixed, and sometimes a plain oak board may have a quartered strip along one edge of it. This makes a bad combination for proper drying.

Opinions and results of experiments on drying plain and quartered oak differ because of different local conditions and viewpoints, but all who have experimented with thorough drying such as should be done for cabinet and millwork know there is quite a difference between drying quartered oak and plain oak. One manufacturer who makes a product calling for practically bone-dry stuff, and works both plain and quartered oak, says that it takes him just about three times as long to dry quartered oak as it does plain oak. The drying is done in the same kiln, but not at the same time unless he can arrange to get what plain oak he has to dry on the first truck so that it can be taken out when it is dry and the quartered stock left in. To mix a few plain oak boards in with the quartered stock means that they will be honeycombed and ruined in the process of drying.

When the plain and quartered oak is dried in the same kiln some difference is made in the temperature, but the main difference is in the time and the amount of moisture. More steam, or rather more moisture, is used in the drying of plain oak and the drying is done in practically one-third of the time that is required to dry quartered oak.

It is easy enough to understand that it takes longer to dry quartered oak than it does to dry plain oak and that the two should not be mixed together and dried at the same time. The explanation of why this is may not be so easy for some to understand, and yet it is logical enough. The splash lines in the quartered oak prevent the moisture escaping freely through the sides of the boards and because of this the moisture must be gotten out mainly through the edges and ends of the boards. Experiments have shown that it takes considerably longer to dry wide stock in quartered oak than it does narrow stock, which is proof enough that quite a percentage of the moisture is taken out through the edges. In plain oak the splash lines run through the thickness of the board and the moisture can be drawn out through the sides and the ends instead of through the edges and the ends as is the case with the quartered oak. The annual rings of growth with the hard and soft streaks are not the same check to moisture that the splash lines prove to be, consequently the drying can be carried on much more rapidly, and while in every case it may not be accomplished in a third of the time on plain oak that is required on quartered oak, in every case where thorough drying is accomplished it will be found that the plain oak can be dried easier and quicker than the quartered oak.

The moisture-resisting nature of the splash line in quartered oak is well attested by the fact that in making staves for whiskey barrels this is one of the important points taken into consideration in inspecting and grading the staves. A really good stave must have three splash lines showing in its thickness extending through it from edge to edge, and all of them must be so that there is no chance for moisture to work in between two splash line figures on the inside and reach the outer surface of the staves. It is the splash line in the white oak staves that prevents the alcohol from penetrating and keeps down the loss from evaporation. Naturally if it will do that it is a pretty strong check against the driving out of the native moisture of the tree through the sides in driving

Those who just reduce oak lumber to shipping dryness or to what may be ealled fairly dry may not fully appreciate the distinction made here between drying quartered and plain oak. Many of

them, too, may not understand fully the difference between getting oak lumber fairly dry and getting it thoroughly dry.

It is perhaps safe to say that ninety per cent of the troubles in mill and cabinet work with swelling and shrinking and warping are due to lack of thorough drying. Many people do not seem to realize that most of the shrinking of oak lumber is done after it passes the fairly dry stage-between that and the thoroughly dry stage. This is true of other lumber also, and it is one of the things that gave the manufacturers of oak flooring a great advantage over those of pine flooring. When manufacturers of pine flooring think they have finished their drying they have just about reached the stage in the drying process where the manufacturer of first-class oak is beginning to do serious work. The manufacturer of high-grade oak flooring realizes that if he would have his stock fit snugly and not show those unsightly cracks that spoil a finished floor, he must get his lumber so dry that there is no more moisture in it. He soon learns, too, that to stop drying just a little too soon will spoil the quality of his flooring because there is a greater percentage of shrinkage to the amount of moisture taken out in the final stages of the drying than during any other period.

This is the point that some manufacturers of flooring stumble over and thus injure the flooring business, not merely by the process of cheapening the product, but mainly because they deliver to the public a finished product not thoroughly dry, that will afterward do enough shrinking to make it unsightly and to give the oak flooring business a black eye.

This same shortcoming is noted in cabinet and planing mill work, perhaps much more of it than many suspect, and certainly considerably more than there ought to be. To make up and finish good cabinet or millwork today calls for so much investment in the way of raw material cost and work bill that the effort should not be wasted and the result spoiled through a lack of thoroughness and efficiency in drying. The drying process should be made thorough and complete. This should be the first consideration, and then there are various other facts that enter, such as drying to prevent undue checking and to guard against unnecessary hardening of the wood in the process. To get these and the other things as they should be the first step in the process of drying oak is to separate all the plain oak from the quartered, and wherever practical, use different kilns for it or the same kiln at different times. If it becomes necessary to put both plain oak and quartered oak in the dry kiln at once keep the plain oak to itself at the front so that it can be taken out when it is dry.

It would not be a bad idea in drying the quartered oak to assort it with the wide stock separate from the narrow strips and so arrange it as to give the wide stock longer time in the kiln. This is not so imperative as the matter of separating the plain from the quartered, but it is a point worth keeping in mind and experimenting with when there is an opportunity J. C. T.

#### Weeds and Woods

Emerson defines a weed as a plant whose virtues have not been discovered. This definition will apply with equal force to our so-called inferior woods. If the properties of every wood were fully known and then each kind were employed only for the purposes to which it is naturally adapted the drain on our forests would be materially lessened.

Another definition of a weed is that it is a plant misplaced. Dandelions on well-kept lawns are a pest but cultivated in our gardens they become a vegetable of considerable worth. Some woods with positive merit when employed alone are a source of trouble when mixed indiscriminately with better kinds. In the employment of such mixtures in construction the factor of safety called for by the specifications must be large enough to cover the weakest wood, thereby involving a waste of the better kinds which we can least afford to waste.

# 🔆 Is the Platform a Good Investment? 🔆

A lot of hardwood men, especially those who are in the wholesale end of the business, shy at the idea of putting money into equipment as rapidly as a colored gentleman of dice-rolling proclivities does at the mention of the police. He simply can't accustom his mind to the idea that such an investment can be made to pay dividends, but keeps insisting that he wants to put all of his money into lumber, where it can be turned over rapidly and made to produce profits in proportion.

For this reason the number of yards which are being operated without platforms probably constitutes a majority. Yet there are plenty of yards where platforms prevail, and where the owners have found, according to their own statements, that they can be made not merely a convenience, but actually a big asset in the operation of the business. They ought to know, and consequently their testimony on the subject, though to a certain degree prejudiced, ought to be accepted as worth something.

Taking up first the points against the platform, that of initial expense is the chief item. It costs a good deal of money, depending on the size of the yard, to equip it completely with platforms, both material and labor entering into the proposition. The money that is spent in this way has to remain there permanently, and there is no way of getting it back except by experiencing advantages in the use of the platform.

On the other hand, however, the fact that hand-trucks can be used almost if not quite exclusively, means that an investment in horses and harness, not to mention expenditures for stables, feed, etc., can be wiped off the slate. Some live stock is needed, ordinarily, for handling lumber to other yards and to local consumers; but the number of horses needed is extremely small contrasted with the size of the string which must be maintained when horses are used for trucking work.

The cost of maintenance is a serious point in the argument against platforms. The work of replacement must be begun in three or four years after the platform is built, and after that, in the experience of most lumbermen, a man must be kept busy most of the time putting in new planks and keeping the platform in good shape. This is a considerable item of expense, and one of the chief factors that can be lined up against the use of a platform.

But this expense is almost certainly overcome by the saving that is made through the elimination of lost time which accrues when men are kept waiting for the arrival of the trucker. One can see dozens of instances of this loss in walking through any wholesale yard where a lot of business is being done. The truck may be filled and ready to move, but in most instances the horse is not immediately at hand, and the time of everybody is lost while the movement of the lumber is being held up.

The increased labor needed to get lumber into and out of a car when the floor of the car is several feet above the level on which the yard crew is working can also be easily figured. It may seem as though no time is being lost in handling the stock, but the very fact that greater physical exertion on the part of the men is necessary means that they are not as fresh at the end of the day, and their movements are less rapid, than those of lumber handlers who have not been compelled to work against gravity to the extent of the others.

While three or four men are needed to handle a truck loaded to its full capacity, the quickness with which they can dispose of the work keeps the absence of horses from being noticed. And, as indicated, the work moves forward without loss of time, because there is no waiting.

There is a particularly marked advantage for the lumberman when stock is being handled from one car to another. The speed with which this can be accomplished is really remarkable. But, as pointed out above, the men are not working against gravity to the extent that is observed when the lumber must go down from the car to the truck, and then up from the truck into the other car.

It takes more labor, and likewise more time, which is another way of saying more money.

Even in the best of yards where no platforms are used, the alleys get in bad condition and it is difficult to work in them in the winter time, especially after a rain or snow. The job of hauling lumber around under those conditions is difficult and expensive. The use of a platform gives the men a dry place to work at all times, and there is never any loss of time after a rain; the men can work just as easily as before, and are not incommoded by having to wade around in the mud.

This and other points which have been mentioned relate largely to the comfort of the men employed in the yard. From this it might be assumed that the platform was devised as a humanitarian proposition, intended to make the work of a crew of lumber hustlers easier than before. This was not the reason; but at the same time the fact that men can be more comfortable and can do the same amount of labor with less expenditure of effort is ample proof that the work is being done at less cost. The tired laborer cannot achieve as much as the fresh one, and the man who has to put forth effort that his competitor is not called upon to produce is going to show it in his work before the day is over.

The yard which uses a platform to best advantage is one which has a good deal of car-to-car business to handle, for, as suggested above, this is one of the places where the advantages of this kind of equipment make themselves most manifest; while the handling of inch lumber can be better managed with a platform than when thicker stock forms the bulk of the lumber which goes through the yard. The heavier stock cannot be trucked by hand to as good advantage, and the use of a platform consequently appears to best advantage when inch lumber predominates.

Perhaps in an extremely large yard hand-trucking would be out of the question, on account of the length of time taken, and because three men would be tied up instead of only one man and a horse. Here it is the same question as to the use of motor trucks in general business; in long hauls they show to best advantage, while short hauls, with many stops, prevent them from making a good record under most conditions.

In the same way the yard which is not too big and has no extremely long hauls can use platforms with obvious benefit, while it is doubtful if a good showing could be made in a yard covering an unusual area and involving hauling through exceptionally long alleys from the car to the stacks, and vice versa.

""We have been using platforms in two hardwood rehandling yards," said the manager of a well-known concern, "and we have found them an advantage. Whether other people would experience the same results is a question. I may say, however, that we handle mostly inch lumber, and that this class of stock seems to work in better than when thicker, heavier lumber, or long timbers must be taken into account.

"The advantage of having the men on dry footing all the time is not to be discounted. It improves their tempers, for one thing, and results in more and better work being done, for another. I believe there are fewer delays in the yard where hand-trucking is the rule than when horses do most of the work. We seldom have men tied up waiting for something to do, but can keep the work moving without interruption. We think a good deal of this is due to the use of the platform, though in this we may be mistaken.

"All in all, however, we regard the proposition as a good investment; and while, if we were able to convert the money spent in building and maintaining the platforms into cash, it would be a temptation to do so, I am sure that we are not likely to try to get along without them under present conditions."

G. D. C., Jr.

Floods follow forest denudation, and the disasters of this year can be traced in part, at least, to non-forested watersheds. It is much easier, however, to explain why these things happen than to discover a way to keep them from happening again.



### Some Fence Post Figures



The annual bill for fence posts in the United States is a large item. No census has ever been taken by which the actual number is shown. From the nature of the case that is impossible, because probably not more than half of the posts used are bought and sold in markets. Many farmers cut on their own land what they need, and no account is kept and no report made.

A careful estimate is as much as can be expected. The government report for Iowa, furnishes the basis of such an estimate, for Iowa is a farming state, a large user of posts, and the ratio per acre there can be applied to the farmland of the whole United States, with certain allowances. It is shown that the farmers of that state use in round numbers 10,000,000 new posts every year in repairing and building fences, and that the cost of the posts is \$1,400,000, with \$600,000 additional for setting them. That is a round sum of two million dollars a year.

The population of Iowa compared with the whole United States is as one to forty; but the ratio of farming population is nearer one to twenty, since Iowa is preëminently a farming state. Assuming that as a basis for estimate, it is found that the United States demands 20,000,000 new fence posts a year, at a cost, set in the ground, of approximately \$40,000,000.

The average life of fence posts in Iowa is stated to be fourteen years. There is, however, great difference in the lasting properties of different woods. Osage orange lasts five times as long as willow, and in length of service it heads the list of post timbers in that state. The comparative life of other post timbers in Iowa is shown in the following list, ranging from the longest to the shortest: Red cedar, locust, white oak, northern white cedar (arborvitae), catalpa, black walnut, butternut, red oak, willow.

In this list red cedar is most expensive and willow cheapest. That rule would not hold everywhere, because the cost of posts in

different regions varies. Where a timber grows and is plentiful, it is cheap, but it might be expensive where it does not grow.

It may be a matter of surprise that catalpa makes a poor showing as a post timber in lowa. It was once advertised as the coming tree that was to end most of the farmer's timber troubles, and no man knows how many thousands were planted in the Plain states; yet in the supply of posts in Iowa, the wood falls short of one per cent; white oak exceeds forty per cent; even black walnut furnishes more posts in that region than catalpa, and butternut is also above it.

If the Iowa ratio of round to split and sawed posts holds throughout the whole country, it means that more than half of all are used in the round. They are cut from young trees, too small to split or to pass through a sawmill.

The round post when out from most woods is peculiarly subject to decay. That is because it is largely sapwood, which is not durable. The cutting of young trees for posts, and using them without preservative treatment, is wasteful. Such trees usually make no more than two or three posts each. Preservative treatment will greatly lengthen their period of service.

Black walnut is generally classed as a durable wood, and that reputation is well founded when heartwood is used; but small, round walnut posts decay in a very short time. It is because such posts are almost wholly sapwood. Little heartwood forms in walnut until the tree attains considerable size. Even if the wood were durable its use for fence posts would be of doubtful economy, because of its greater value for other things.

Six board feet of lumber as the equivalent of an average fence post is a low estimate, but at that the annual cut of posts in the country equals 1,200,000,000 feet, board measure, or about three per cent of the total sawmill output of lumber.



### Iowa's Wood-Using Industries



A pamphlet of nearly one hundred pages has just been published by the Iowa Agricultural Experiment Station at Ames, showing the uses of wood in that state for manufacturing purposes. The statistics were collected and compiled by John T. Harris, statistician of the United States Forest Service, for the year 1911, and the report was printed by the state, with a chapter on the timber resources of Iowa added by G. B. Macdonald, state forester, and another by Nelson C. Brown on the white pine in Iowa.

Iowa is essentially an agricultural state, about ninety per cent of its area being taken up with more than 217,000 farms. Probably one-fifth of the state was forested when white men first reached it, the principal growth being along the rivers, though the forests often reached back many miles into the prairies. The finest sycamore, walnut, and oak were soon cut and timber of that class has almost disappeared; in fact, today practically nothing of the original forest remains. Much timber has been planted, however, some as woodlots and some as windbreaks and shelterbelts.

Most of the material obtained from Iowa forests goes to supply the ever increasing domestic needs of the woodlot owners, and is not accounted for in this report of the annual consumption of wood for factory products. Iowa still produces timber, but by far the greater part of the wood used by manufacturers comes from the outside. The state's wood-using industries are important, and Iowa's forestry department is giving more attention to plans for protecting and further developing such valuable assets as the woodlot and the industries depending on wood.

In quantity the white pine used by Iowa manufacturers equals nearly any four other woods. In price per thousand feet it is exceeded by twenty-three species. The highest average price paid for

any species was for 5,000 feet of Circassian walnut at \$300 per thousand. The cheapest was black willow at \$14. Compared with prices in most other regions no very cheap wood is used in the state. Some of the states which buy lumber for manufacturing purposes at a lower rate than Iowa pays are: Missouri, one wood; Arkansas, ten woods; Michigan, ten; Tennessee, twelve; and Louisiana and Mississippi, nineteen each. The average price for the entire quantity of wood purchased by Iowa manufacturers was considerably above the average in most states. This was because Iowa is not in a timber region and also because the kind of manufacturing carried on demands a good class of raw material. Still another reason for the high cost of the wood may be found in the fact that much of it is bought in rather small amounts and retail markets are patronized. The woodworkers of Iowa are not generally in the business for the purpose of working up and disposing of an abundance of material that is seeking a market, but rather to supply a market which is active in its demands. Iowa manufacturers of wood products sell largely to home people.

Less than three per cent of the lumber and logs used grow in the state. Iowa is an interesting battleground between the southern, western, and Lake states manufacturers of lumber, and is so situated territorially that it receives competitive bids from regious on all sides. It draws from a wide range of species. Freight rates from the extreme West to Iowa are not prohibitively above rates from the extreme South. The result is that very interesting competition has developed between certain species of wood for certain purposes. For example, though the average price of redwood in Iowa is about \$10 above the price of cypress, yet the California wood is so easily handled in the factory and is so free from defects that many estab-

lishments are willing to pay the difference in price. Redwood makes a very attractive appearance in a number of commodities, such as dairymen's and apiarists' supplies, tanks, silos, and general mill-work. Possibly the western sawmill men are shipping into the state a carefully selected stock, but however that may be, redwood is increasing in favor even with the heavy handicap in price. The quantity of cypress bought in 1911 by Iowa manufacturers, however, was nine times that of redwood. In the same way, Douglas fir from Washington and longleaf pine from Louisiana meet in active competition in Iowa woodworking factories. The southern wood is purchased in considerably larger amounts, but the fir is higher in price, and there is not much difference in the total cost.

Though from a lumbering standpoint, Iowa is properly classed as a non-producing territory, probably twenty-five per cent or more of the raw material it consumes reaches the factories in log form. This is due to the fact that Minnesota forests supply a large amount of the pine by rafting it down the Mississippi to the large manufacturing establishments at Davenport, Dubuque, and Keokuk. One establishment alone receives annually 18,000,000 board feet in log form. These mills, however, which depend on the rivers to bring them logs from the northern forests, report a gradual decrease in the supply of logs in recent years. The falling off in river shipments is due to the activities of the railroads and to the diminution of the accessible timber immediately on the water fronts about the upper Mississippi and its principal tributaries.

Though Iowa supplies its factories with less than three per cent of the wood they use, there is in the state an up-to-date sawmill running regularly and sawing daily 125,000 feet of logs. This shows that the prairie area is a good consumer of raw material in its roughest form. The owner of this large mill reports that he has a great advantage over mills located a long distance from the centers of population when it comes to disposing of waste material, such as slabs, sawdust, odd lengths, and inferior low-grade lumber. In the prairie districts all such material can be disposed of at more or less of a profit, for kindling if for nothing else, but in lumbering districts proper it finds few buyers, and most of it goes to waste. It can be made profitable, therefore, to transport logs long distances in order to reach a market for what would otherwise be waste.

The state of Iowa is making rapid progress toward caring for and developing its natural timber resources. The Iowa State College of Agriculture and Mechanic Arts at Ames is well equipped for and is carrying on a large number of experiments for the guidance of those interested in forestry, in anticipation of a time when the region must depend upon itself for a large part of its timber. There are a score or more of important manufacturing centers, including Des Moines, Dubuque, Davenport, Keokuk, Cedar Rapids, Sioux City, and Clinton, each of which has a number of large wood-working plants which claim to be in a position to compete successfully with establishments in remote but heavily-wooded districts. It is claimed that the cost of shipping the raw material in the rough form is more than offset by the closer utilization possible around cities situated in the non-timbered belts. The Mississippi is a great aid in cheap transportation from the North. Contemplated locks and dams to be built between Iowa and Illinois by the federal government, should add much to the stream's value in that respect. It is further anticipated that the development of water-power, now in process, will greatly stimulate manufacturing.

The table which follows shows the woods used, the annual amount of each, and the average cost.

SUMMARY OF KINDS OF WOOD USED IN IOWA

	Quantity used	Average
	annually	cost per
Species—	Feet b. m.	M feet
White pine	. 74,254,888	\$28.63
Shortleaf pine	. 20,228,869	29.05
White ash	. 19,827,442	28.09
Longleaf pine	. 19,720,700	28.04
Cypress	. 16,961,472	31.50
Douglas fir	. 15,873,300	33.58
Norway pine	. 12,643,175	24.31
White oak	. 10,861,350	46.86
Red oak	. 8,546,600	45.98

Western yellow pine	7,384,000	42.10
Red spruce	6,520,300	31.7
Red gum	4,845,690	23.70
White elm	4,792,527	27.6
Yellow and sweet birch	4,495,500	30.4
Hemlock	4,327.000	23.1
Jack pine	4,250,000	18.59
Cottonwood	3,985,122	24.13
Sugar maple	3,949,000	33.9
Hickory	3,624,500	53.0
Basswood	3,237,040	26.8
Chestnut	2,736,000	21.9
Yellow poplar	2,688,400	52.5
Tupelo	1,819,632	17.6
Redwood	1.750,200	42.2
Sugar pine	1,019,500	45.0
Loblolly pine	530,100	27.4
Western red cedar	500,000	20 0
Tamarack	354,300	24.9
Butternut	123,200	35.03
Balm of Gilead	86 000	17.23
Northern white cedar	85,000	70.0
Sycamore	78.000	16.0
Mahogany	72,400	155.5
Hackberry	70,000	15.30
Western white pine	70,000	39,29
Red cedar	69,500	32.20
Western larch	48,000	29.00
Spanish cedar	40,250	120.0
Black willow	40,000	14.0
Black cherry	28,000	44.9
Aspen	25,000	15.2
Osage orange	15.000	125.00
Black walnut	11,500	70.70
Circassian walnut	5,000	300.00
Totals26	32.596,757	\$30.93
Less than three per cent of this wood was g	rown in Iow	a. The

Less than three per cent of this wood was grown in Iowa. The other was gathered from the four points of the compass, and from hundreds of miles and in some instances from thousands of miles.

The working of wood in the state is divided into twenty-three principal industries, and a group of minor industries tabulated as miscellaneous. Iowa clearly belongs among the states where woodusing industries are diversified. For comparison, it may be shown that Louisiana has only eight industries to Iowa's twenty-three, but Louisiana's annual use of wood is five times that of Iowa. Though the state's wood-using industries are diversified when compared with some regions, it falls short of others. It is much behind Missouri in that respect, and much further behind Illinois, the two states on the south and east. It has less than half the number of industries of Illinois and it uses only one-seventh as much wood as raw material. The table which follows shows the industries, the amount of wood demanded yearly by each, and the average price paid by each, for the wood bought as raw material.

SUMMARY OF WOODS USED BY INDUSTRIES

Quantity use	d Average
annually	cost per
Industries— Feet b. m.	M feet
Sash, docrs, blinds, etc	\$37.39
Planing mill products 56,879,000	29.60
Boxes and crates 31,320.476	13.58
Tanks and silos 23,833,000	31.25
Vehicle and vehicle parts	42.70
The state of the s	
Woodenware and novelties	26,70
Agricultural implements 6,989,000	34.33
Furniture 6,266,840	32.16
Fixtures 5,608,600	
Laundry appliances 5,541,000	
Caskets and coffins	24.89
Car construction 4,146,600	25.92
Refrigerators and kitchen cabinets 3,354,691	29.13
Dairymen's poulterers' and apiarists' supplies 3,065,000	
Handles 2,049.000	
ALLEGATION OF THE PROPERTY OF	
Elevators 1,775,000	24.44
Chairs	
	=1100

Gates and fencing	000.000	42,00
	335.000	54.86
	196,000	39.21
Miscellaneous uses	(00,500	34.78
Cigar boxes:	320,250	62.50
Musical instruments	89,000	50.35
Trunks	62,000	25.65

262,596,757 The sawmills of lowa cut less than one-tourth as much lumber as

the factories use. The output of the mills is declining rapidly, and the number of mills is decreasing. In 1909 the cut was 132,021,000 feet, in 1910 it fell to 75,446,000, and in 1911 to 59,974,000. The largest recorded cut was 568,816,000 feet in 1890. There were 350 reporting mills in 1909, 186 in 1910, and 160 in 1911. The state is losing rank in lumber cut, compared with other states. It was thirty-sixth in 1909, thirty-seventh in 1910, and thirty-eighth in 1911. The cut of lumber in the state in 1911 was as follows:

	LUSIBLE CU. IN IOWA, 1911	Feet
White pine		
Oak	************	7,480,000
Elm		6,309,000
Cottonwood		5,452,000
		3,168,000
Basswood		2,103,000
		714,000
		594,000
		557,000
Hickory		374,000
		144,000
Larch		16,000
All other		178,000

59,974,000 According to the best available figures, the timbered area of Iowa amounts to 2,500,000 acres, or approximately seven per cent of the total area. The timber is almost exclusively of the mixed hardwood type. The species of most importance are the white oak, red oak, bur oak, yellow oak and swamp white oak, the pignut and bitternut hickories, white and green ash, black walnut, basswood, white, red and cork elms, cottonwood, black willow, hard and soft maples, sycamore, hackberry, honey locust and coffee tree. The valuable oaks and the walnut were cut especially heavy at an early date. Among the conifers two species have been found in commercial quantities in Iowa, white pine (Pinus strobus) and red cedar (Juniperus virginiana). The very limited occurrence of balsam fir (Abies balsamea) is only of botanical importance. Small stands of the pine occurring in the northeastern part of the state were early lumbered. The range of the cedar extends to all parts of the commonwealth. Valuable stands which were found along the Cedar and Iowa rivers were early exploited.

The average woodlands of the state are producing only about thirty per cent of their possible output of wood products. With little or no protection from fire or stock, the native timber is reproducing poorly, and many stands are characterized by the absence of young growth.

From early times Iowa has been active in planting timber. The woodlots in most instances were for providing shelter, fuel and repair material. In few cases were the plantings made for strictly commercial purposes. In 1863 the state census reported a total of 8,360 acres in planted groves and woodlots. In 1867 this area had increased to 14,128 acres; in 1875 to 65,549 acres; and at the present date the estimated acreage in planted timber is 210,000 acres. The first plantations were composed of the rapidly growing species, cottonwood, white willow, soft maple, and ash. Many of these groves have matured and have been harvested. The cottonwood especially has given very satisfactory returns, when given reasonable protection and care. At the present time the farm plantations are being set out largely for the production of fence posts since there is a steady demand for this product from all quarters of the state. The hardy catalpa is the species most planted for this purpose, although failures are common when the tree is planted in poor soil or out of range.

White pine is recommended for planting in Iowa as shelterbelts and for lumber. Some plantings have shown good results. The tree is found as a native species throughout the northeastern portions of the state. Its extreme western limit is along the Iowa river near

sicambout Ross, a H. Alic county, where sere at large to a were recently cut for lumber. It also occurs south along the Mississippi river to Muscatine county. In the past it has been so heavily lumbered in the clearing of land for agricultural purposes that it now occurs only as a fugitive tree throughout the native forests of the bluffs of the Mississippi and along the streams and steep slopes of the northeast counties.

#### Outlook Around Memphis

There has been some rainfall in the Memphis territory during the past few days, but this has not been heavy enough to interfere with work in the woods, which has made very satisfactory progress. The amount of timber prepared for shipment since the beginning of the new business year has been quite large and the railroads have been moving all offerings with more than usual readiness, with the result that the mills here are in very satisfactory condition with respect to log supplies. The hardwood market is gradually broadening and the large receipts of timber are regarded as quite favorable as the view obtains that large production will be necessary to take care of the increasing needs of the trade. So far there has been little accumulation of dry stocks, and members of the trade realize quite fully that it is up to them to prepare for the needs of the future before the unfavorable winter weather makes itself evident. This view of the situation is largely responsible for the unusual activity in logging work, as well as in the operation of the mills in this city and section.

The car situation has become a little more acute at outlying points in Mississippi, Arkansas and Louisiana, but as a general proposition it is far better than the average for the past few years. The Southern Hardwood Traffic Bureau says that it is receiving a number of complaints from out-of-town centers, but it is notable that local lumber manufacturers are having comparatively little trouble in getting empties or in having these moved after they have been loaded. The height of the cotton movement will be reached during the next four or five weeks, however, and as the crop in this section is very large, it is expected that some shortage will develop and that there will be some delay in the handling of traffic offered the various roads. Receipts of cotton at Memphis during the week just ended broke all records for this time of the year and indications are that the amount of cotton moving in the immediate future will tax the capacity of the roads to an unusual degree. But, while the lumbermen are expecting some trouble, the opinion seems to prevail that the situation as a whole this season will prove much better than any recent year.

Official reports made public here indicate that during the first ten months of the current year building operations involved the largest total on record for the same period, practically \$5,500,000. This is a percentage gain of fifty-nine, which is also something of a new high record. This is the best showing made by any city in the South, not only with respect to the total involved but also with regard to the percentage increase. This showing is considered all the more remarkable in view of the heavy loss recorded for September. Building operations are active here now and the same is true of practically the entire Memphis territory, where the cotton crop is very large and where prosperity promises to perch her banner this season in a most conspicuous manner. Every indication points to large needs locally and territorially with regard to building materials of all kinds and handlers of these wares are shaping their plans accordingly.

#### Practical Men

Henry S. Graves of the United States Forest Service is inclined to grow satiracal in a recent bulletin which he published, and from which these quotations are taken:

"In a country of practical men occur forest fire losses of some fifty million dollars annually.

"In a country of practical men unsound forest taxation retards long time forest management.

"In a country of practical men millions of acres of cut-over nonagricultural land remain unproductive.

"In a country of practical men a sound economic policy of forest and water conservation is still opposed."

These quotations are sufficient to cause a good deal of serious thought.



### The Lumberman's Round Table



#### MAKING A LUMBER SALESMAN

"The trouble with most of our salesmen," said a well-known hardwood man, "is that they are salesmen first and lumbermen afterward. If they could only get the inside angle on the proposition and see the business as we see it, their work would be about one hundred per cent better. The trouble is that most of them never get down to the brass-tacks, practical question of what lumber to sell, and what stock can be made most profitable. Simply getting the order for anything on the stock-list, is as far as their ideas go."

This complaint, which seems to be founded on fact, suggests that the plan of the Carnegie Steel Company might be adopted by lumbermen to good advantage. This company brings its men to the mills at relatively brief intervals, has them study the processes of manufacture—and pass an examination on it—and produces technically trained men instead of merely salesmen. The result is that the sales are made right. The lumber salesmen would need to study things other than manufacturing details, but the idea is the same.

#### THE TRAFFIC MAN AN ASSET

A recent hearing of the Interstate Commerce Commission, involving advances on hardwood lumber rates recently imposed by a southern carrier, demonstrated a fact which has been commented on before—that the traffic man is a fixture in the lumber business because he has proved his value.

The representative of the railroad at this hearing happened to be a particularly shrewd, intelligent chap—brilliant, in fact—and he was able to trap the lumbermen who went on the witness stand into saying the wrong thing, or to show inconsistencies in their testimony, growing out of their ignorance of general rate conditions.

The traffic manager of one of the lumber companies, however, was more than a match for his adversary; and instead of allowing the railroad man to catch him napping, he actually scored several points by injecting a fact or two the representative of the carrier had himself overlooked.

The situation was not difficult to understand—the man had made a business of traffic matters, and he had mastered his subject. It is no wonder that the average lumberman appears to disadvantage when he goes on the stand, because he hasn't had time to make a business of traffic topics.

#### MEETING PANEL COMPETITION

Manufacturers of furniture which is made with solid tops instead of glued-up stock have begun to realize that one of the chief reasons why the trade prefers the veneered article is because of the regularity of figure and general uniformity of appearance which that character of furniture has when the face veneers have been matched up with even ordinary skill. Anybody with an eye for beauty can appreciate this, while there is something much more subtle in the satisfaction which comes from owning a piece which is "solid," instead of merely veneered.

This being the case, the wise maker of solid-topped goods is paying more attention to getting his lumber matched up. The matter of matching is difficult, of course, because the manufacturer has not the advantage which is experienced in the case of veneers, where the cuttings from the same flitch have been kept together; but still he can make a better showing if he tries than if he disregards the proposition.

This condition suggests that it would be worth the while of the manufacturer of dimension stock to keep together the product of the log as far as possible. If the dimension mill is run in connection with the sawmill, it ought to be practicable to keep the stuff running uniformly fairly well. This is done in the mahogany business, but running a mahogany dimension mill is easier from this standpoint because each log produces so much more lumber than one grown on domestic soil.

#### CHANGES IN FLOORING TRADE

A well-known hardwood flooring man predicted recently that one of these days tongue-and-groove flooring will be passé, taboo, and a lot of other undesirable things. He declared that his experience with that class of stock shows that it cannot be depended on to lie straight, no matter how carefully it was dried originally, how much pains were taken to lay it properly, nor how well it was taken care of after it was put down.

"Take a look at this floor," he said, glancing at the hardwood that covered his private office. "That stock was picked out by myself, and as it was intended to be a kind of sample-room, it was put down as well as any that was ever laid. Sight along it and you will see the ridges where tha pieces join. Why it has taken on even enough additional moisture to swell out of its proper shape is beyond me, as every possible precaution to prevent this was used.

"On the other hand, there is some straight-edged flooring laid down in another room of my offices, and it is as flat and beautiful today as it was when it was first laid. The proof of the pudding is in the eating, and after experiencing just what happens to the different kinds of flooring I have come to the conclusion that the days of the tongue-and groove variety are numbered."

#### KEEP YOUR OWN ACCOUNTS

A veneer man who is regarded as one of the authorities in the trade recently read a little lecture to some of his friends on the fallacies of using figures quoted by other people as the correct data for one's own work.

"My conditions are different from yours, and yours from the next man," he began. "For instance, I cannot cut rotary gum veneers as cheaply as the man who has a mill right at the edge of the forests where the gum trees grow. That makes a difference in cost at once, of course, and I would be foolish to assume that because his cost of manufacture is a certain figure, mine is likely to be that also.

"Again, if I am operating four veneer saws and another manufacturer is running only one, the chances favor my cost of production being less. The greater the volume, usually the lower the cost, and that is as true of the veneer business as it is of others.

"The whole situation proves that the man who wants to know how much it costs him to make veneers must get down to the work of figuring on his own mill. He can't stop when he finds out how much it costs somebody else, because he is working under an entirely different set of circumstances.

#### SIZE VERSUS PROSPERITY

"You're carrying a lot of lumber in stock and have a larger yard than you did three years ago," remarked a friend to a hardwood lumber manufacturer recently; "I hope you are making money in proportion to your increased operations."

"On the contrary," returned the lumberman, smiling a rather wry smile, "I'm making a good deal less."

Asked for an explanation, he pointed out that more yard room and more lumber mean a greater capital investment, and require more money with which to carry on the business.

"When I had a small yard," he said, "I was often pressed for room, and exerted myself mightily to move lumber in order to make a place for carloads that were on the way. The result was that I did a relatively big business with a relatively small capital investment. My turn-over, as the dry goods people say, was exceedingly rapid for a sawmill and wholesale operator.

''When I got more yard room, I found that I wasn't compelled to move the stock, having plenty of room, and it seems as if unconsciously I have permitted my lumber to accumulate until I have on hand a lot more than I would like to carry.

"Necessity is not only the mother of invention, but of sales; and my change of status has resulted in my sales, compared with the amount of lumber on hand, being a good deal smaller than they were when I was working with less room than I have now."



### A Matter of Salesmanship



Every man familiar with office furniture is aware that metal has made considerable inroles on the use of lumber in the manufacture of things. That is by ne means all there is to this thing, though, to into the factory bindings and you will find great lines of lockers and closets made of metal today which were formerly made of wood. Moreover, take up a magazine, for example say Factory and you will find in its advertising pages many offerings in the way of steel lockers and metal work for layatories and closets, but not a thing in the way of wood for this same purpose.

It is safe to say that not only has the average man been noticing these things for some time, but he has accepted them as an incom trovertible tast and has gone ught along feeling that there is not use trying to do anything about it. The result of all this is that lots of good cabinet trade which ought to be using some of our hardwoods and give more satisfaction all around has been captured by metal with practically no competition or protestive effort on the part of the lumber trade.

Now let us look into this matter and see why this is and what it is that makes metal control the situation with a lot of work that ought to be made of wood. It may as well be said right now as any time that in the final analyses it will be discovered that it has been quite largely a matter of salesmanship.

Metal is not a cheaper product than wood, consequently neither the factories using the lockers nor the office equipment people handling metal furniture have been induced to take on metal goods because of their cheapness. They really cost more than the best articles in wood.

It is not the appearance. This is proven by the fact that in order to create a pleasing appearance on the part of metal office furniture and factory lockers the manufacturers have gone to considerable pains and expense to imitate woods in finishing them off. There is on the market metal furniture finished in close imitation of quartered oak and some made to resemble mahogany, and everywhere manufacturers of these metal articles are paying a compliment to wood by initating its color and figure in finishing off their goods.

Thus it is evident that it is not a matter of presenting a better appearance which makes the way for metal in this work. Wood not only presents a more pleasing appearance but it is much more satisfactory in use. It is not cold and harsh like metal and will keep its shape better.

This leaves for consideration practically only the one point of fireproofiing qualities. This is the bugbear that has kept the wood interests buffaloed for a decade or more now, and yet it is nothing more than a silly bugbear. This thin sheet metal stuff used for desks, filing cases and factory lockers is not a safeguard when a serious fire occurs. To make really fireproof compartments of metal calls for two thicknesses of it with space between which is filled with cement, asbestos, mineral wool or some other non-conductor of heat. A single thickness of metal, while it may not be completely destroyed by fire, will receive and conduct heat so readily that papers and other combustible materials enclosed by it will be destroyed in case of a serious fire much more surely than if they were in wooden cases or lockers.

Moreover when it comes to fireproofing factory buildings, if the buildings themselves are made of brick or concrete with steel framing what little in the way of combustible material is added by the wood used in making lockers for the men will not amount to anything, and the one thing certain and sure is that good wooden lockers are cheaper to construct, will prove much more satisfactory to the men, and more useful in every way than anything which can be made of metal.

The one strong factor in making the way for these metal products to the office and factory has been a matter of salesmanship. The steel people have not only done press agent work, and in this made the most of the cry for fireproofing, but they have put on the road salesmen who have talked dealers in office equipment and factory owners into the use of metal. It has taken them several years, but

all the street of the control of the argument and to set up an order of competitive salesmanship on the part of those interested in wood.

Now, since salesmanship was unquestionably the biggest factor in putting metal in the place of wood in all these things, it should naturally follow that a proper order of salesmanship persistently applied will put wood back into its place here and help regain at least a part of this trade. Moreover it will perhaps be easier now than it would have been before to controvert the arguments of the metal people because the trade had had its experience with the metal goods and as a result is in good shape to be turned toward wood.

Some splendid evidence illustrative of this fact can be found in connection with big fireproof office buildings, schools and public buildings. Just about the time the metal interests began striving for the office furniture and locker trade they also turned their attention to sash and doors and interior trim for large buildings, They caught the eye of the architects, who, however, because of their experience with metal interior work are looking anxiously for other things more pleasing and satisfactory. They are turning back to wood at times even when the work is very exacting as to fireproof qualities. In some of the new office buildings where proof against fire has been insisted upon the architects have so strongly realized the superiority of wood that they have specified doors and casing of wood covered with a thin protecting sheet of asbestos and then finished over with veneer. In other words, they have had the wood fireproofed and still preserved the real wood face, not a cold imitation. This is somewhat expensive, but it is much more satisfactory than metal and perhaps after all is not so expensive as metal work itself.

This goes to show what can be done and is being done and it should lend encouragement to sales managers in both the lumber and furniture trade to wage a campaign for the return to wood in this kind of work. All will admit that it will mean a big increase in the consumption of hardwood, and if all the sales managers will turn to and get after this matter carnestly they can regain quite a lot of this trade.

The lumber sales manager may take the attitude that this is more a matter for furniture manufacturers and salesmen than it is for the lumberman. Sometimes it is, too, but acknowledgment or acceptance of this fact doesn't help the lumbermen out any. Maybe the lumber salesmen can stir up and inspire the furniture salesmen and encourage the furniture men to push wooden products more vigorously in competition with metal. Something along this line is worth trying, anyway.

Then when it comes to the matter of factory lockers, which, by the way, are quite an item, the lumber salesman is calling on factory owners right along and selling them lumber for consumption in their plant. While doing this why not make it a point to investigate and talk about the subject of lockers. Ask the men how they like metal and see if they wouldn't prefer wooden lockers, and by continual inquiry and discussion the salesman on his rounds should not only be able to get some good selling and advertising points for lumber, but he should be able to make some actual sales now and then and to encourage factory owners to return to wood for their lockers.

Salesmanship put the metal there in the first place; salesmanship is putting wood back into big office and public buildings, and there is certainly a good fighting chance for salesmanship to put more wood back into office work and factory lockers.

J. C. T.

If is never safe to page of a faring's power too good or existly its size alone, according to the statement made by an expert on harmful beetles and bugs. He says that forest insects destroy enough tumber every year to horse the constraint in 182 and 182 are ex-



### Insect Enemies of Seasoned Oak



If the destinative work of insects came to an end when the tree is cut and converted into lumber the damage would be much less than it is. Of the thousands of species of beetles, flies, moths and various sorts of bugs and worms that feed on living trees, most cease their depredations when the builder is ent; but some go right about with their attacks and transfer their activities from the living tree to the seasoned wood, while others that never touched the tree while it was alive, are attracted to the dry wood and become very destructive. No definite line can be drawn to separate the two kinds, for there are all sorts of index and exceptions; for consideration can properly begiven first to certain beetles which live in the tree while it is alive, and which continue to live in the wood after it is seasoned and manufactured into finished commodities.

It should be expanse that when mention is made of a besta working in wood, it should not be understood that it is a fully developed beetle with wings and legs—popularly called a "bug." It is not in that form. It is a grub, called a larva, which will sometime develop into a winged and legged beetle; but while it is boring holes in wood, it is in the form of a grub or maggot, and is popularly called a ""worm." Exceptions to this rule may occur, but in most cases the insect enemies of wood do their work while in the form of a grub. After they pass through their transformation and become equipped with wings, legs and other appendages, they are not in shape for crawling into narrow galleries and gnawing their way through solid wood, and for that reason whatever tunneling they have to do must be done before they reach their final stage of life.

The longicorn beetles-commonly called longhorns-are among the worst wood borers, although there are others that may be matched with them as running mates in their favorite occupation of boring holes in wood. A single beetle may be taken as a representative of the family. It shows what the habits are. It has no English name, but is known among entomologists as Monohammus confusus. The larva goes to work in the tree trunk, and when the log is sawed into lumber the insect is not in the least discouraged, provided the saw misses him. He goes ahead with his gnawing and seems in no hurry to work his way to the outside of the plank and escape. He feels so perfectly at home within that he remains, even while the board is passing through the planing mill, or, if a stave, while it is passing through the various machines that make the barrel. If the saws or the knives open his tunnel, the chance is that his career comes to a speedy end; but if he passes the crisis untouched, he will go on with his gnawing.

An instance is on record where one of these insects remained alive and active in the wood of a piece of furniture fifteen years. Another worked that length of time in a door step. A third issued from the leg of a table, where he had lived for more than twenty years, while a period of forty-five years is claimed for another veteran of this family, which deserves the title of Methuselah of his race. That is a very long time for an insect to live. Most of them are very short lived. Some do not live one day; others a few weeks only; most die within a year; the carpenter meth survives three or four years; the locust lives seventeen years; but there is little question that certain individuals among the long-horned cerambycids stretch out their span of life beyond two score years. The worst of it is they continue to "saw wood and say nothing" during their whole lives.

Some have maintained that the larva lies torpid all these years, that it sleeps like a bear or a groundhog sleeps in winter, and that the ordinary functions of life are not carried on. That may be the case sometimes, but not always. This larva in the door step, mentioned above, could be heard gnawing at intervals for years; and another is described by an entomologist, C. O. Waterhouse, who kept track of it for years in a wooden boot tree (an apparatus for stretching boots), where its gnawing continued year after year, although it worked at a very slow rate. It seemed to be taking life easy and ate only enough wood to sustain life.

The Monohammus confusus is not small. The hole it bores in seasoned wood may be half an inch in diameter. It is apparent that this

may be very destructive. Such an opening might mar or ruin valuable wood and is liable to be particularly harmful if the wood has already been converted into finished products. The mature beetle is brown or gray and is about one and a quarter inches in length. It has scores of associates which lend it willing assistance in riddling seasoned wood with large holes.

The long-horned, long-lived, wood-boring beetles are generally large. Size alone would usually distinguish them from the beetles of the ptinid family, which are generally small. Though the ptinids are small, some are very destructive. The very name is said to mean "destroyer" in Greek. These small insects have inappeasable appetites. They are always eating and they never get enough. They eat almost anything that can be gnawed. They are often pests in seasoned wood. Their mode of entrance is generally different from that of the Monohammus confusus, described above, which is in the log and simply remains in the wood after it is worked up. The ptinids may gain entrance in the same way, but they generally enter after the wood is partly or wholly worked up.

One of these (Anobium striatum) is responsible for the riddled woodwork in "worm-eaten furniture." The wood is full of little round holes. These are what coopers sometimes call "seed holes" when they occur in staves. The holes may have existed before the staves were made, or they may have been bored afterwards. Similar holes often occur in old barrels. All may not be the work of the same kind of insect, but the effect is about the same. Paint on the barrel does not seem to keep the insect from carrying on its work, nor does it seem to make much difference what the barrel may once have had in it. It is a peculiarity of these ever-hungry ptinids that their appetities refuse nothing. The insects are called "seeds" because of their resemblance to small black seeds, and some persons suppose they are real seeds of some plant like a radish or turnip. Their skeletons are so loosely-jointed that the beetles can tuck their head beneath it, draw in their legs, bend their hard wings close about their bodies and they then appear like a little round shot. The "seed hole" in the wood is made before the insect becomes a beetle. It bores while in the form of a grub, but it is possible that persons may see the fully developed beetles in the holes, and thus conclude that the "seeds" made the holes in some way.

This family has some peculiar if not remarkable children. One of these is the "death watch" (Anobium tessellatum), whose ticking in the dead hour of night alarms timid and superstitious people who fear that it is a token of approaching death for someone in the family. The noise is made by an insect about as large as a grain of rice, and it is hid away in a hole inside a wooden partition, beam, rafter, floor or piece of furniture. It there gnaws industriously, but sometimes leaves off its work and amuses itself by whacking its head against the side of its burrow. That produces the "tick" of the "watch." Insects have no voice, properly speaking, and they make their noises on either "a drum or a fiddle." When they peck on something, as the "death watch" does, it is drumming. When they scratch something, as the cricket does, it is fiddling.

The "death watch," with the assistance of a troup of near relatives, does a lot of damage to seasoned wood. It ruins beams, walls, joist and half-finished or wholly finished commodities.

Mention has been made of the enormous appetite which characterizes the members of this family. Most of their destruction is due to their attempts to get enough to eat. They are veritable sharks. The fierce belostoma, which is considered the hyena of the insect world, is not more incessant in his search for something to eat. Take the little Anobium paniceum (one of the "death watches") for an example. His bill of fare is a wonder. This insect will live and thrive on a diet of opium. It is the same creature that sailors call the biscuit weevil, because it infests biscuit casks on shipboard. It is also the "bookworm" that is so often heard of, and it flourishes on the dry pages of Dante and on the wrapping of Egyptian mummies. The following list of things which it eats seems almost incredible, but it is vouched for by high authority: blue flag root,

strychnine), Indian turnip, belladonna root, coffee, wormwood, ergot, tobacco and more than thirty other things of similar kind. It eats the deadliest poison with impunity. It is sometimes called the "drugstore beetle," because of its habit of going there to satisfy its appetite.

It can readily be understood that insects like these will not spare wood. There are known to be more than 150 species of these "seed" beetles, and a prominent entomologist ventured the guess that fifty remain unknown for every one we know. They look so much alike and work in places so hidden from sight, and are so hard to locate (except by the destruction they cause) that comparatively little is known of them. When a floor beam suddenly breaks, or a pile of staves, or a lot of empty barrels is found to be in a damaged state. or a storehouse of wagon stock becomes wormy, then some idea is gained of what it costs to satisfy the maw of the ptinids, which the ancient Greeks very appropriately named "destroyers."

A well-known source of damage to seasoned wood is what is popularly known as "the powder post beetle," or simply "powder post." This name is due to the fine dust that sifts from the affected wood. It is like sawdust only much finer—more like the dust produced by sand belts where wood is polished. The trouble is usually not serious, except where wood has been stored a considerable time.

The origin of this trouble is often misunderstood, and is attributed to "dry rot." Under certain circumstances so-called "dry rot." may produce an effort quite similar; but, strictly speaking, there is no such thing as dry rot; that is, if wood is dry and stays dry, it will not rot. The instances where rotting seems to occur are misleading. The wood which decays is either not dry or dampness reaches it in some way. Most timber damaged by powder post is dry. Some of it has been air drying for months or years, and it contains too little moisture to cause decay. The damage in such cases is done by insects, and they are generally spoken of collectively as powder post beetles.

The name answers ordinary purposes very well, but upon close examination it is misleading unless explained. It does not define any particular family, genus, species or variety of insects, but refers to all sorts and kinds of small larva that work in dry wood. Some of those described in preceding paragraphs are included, particularly those of the ptinid family, such as "seeds," "death watches" and the like. About the only condition to be observed in applying the term "powder post beetles" to them is that they must be small insects, must work in dry wood and must produce fine, dust-like powder. They need not be beetles and still be powder post insects, the way the term is popularly used. They might be wood bees, for some of these bore holes and eject very fine powder; but the term is not generally applied to wood bees. In most instances the work is done by the larva of very small beetles. The holes they make are often so minute that they escape notice until a very careful examination is made. Their presence in wood is first revealed by the powder that sifts out of the holes.

Damage from this cause is sometimes very serious. Valuable wood may be totally ruined. The worst of it is that before the presence of the insects has been discovered the interior of the wood is infected and no known remedy can be applied to save the infected stuff, except at prohibitive cost. The wood might be put in a kiln and heated hot enough to kill all insects within; but that is generally impracticable. The usual procedure is to cull out the affected pieces, use what is good, and remove the rest from the unaffected stock.

Oak stock is not the worst sufferer from these insects. Hickory fares much worse. The insects bore the wood to obtain food. They do not want the wood itself, but the starch and other food products in it; therefore they prefer to attack the kinds of wood richest in these foods. They like sapwood, because it contains starch and sugar, but heartwood has little. This explains why powder post beetles prefer hickory to oak: hickory products are chiefly sapwood, oak products are largely heartwood. A pile of oak staves, therefore, is much safer from attack by the powder post insects than a pile of hickory handles or wagon axles. Liability to attack does not depend

wholly on the presence of sapwood, for damage to heartwood products is frequently serious. Much depends on the kinds of wood. Some escape where others are ruined.

The preference which boring insects show for sapwood and their dislike for heartwood are well illustrated in southern Texas, where such woods as mesquite, huisache, ebony and cat's claw are cut. These trees have thin sapwood, and where products are stored it is not unusual to find the sapwood literally eaten up and the heartwood untouched.

Dealers in forest products that are liable to be injured by small boring insects are more concerned in finding out what can be done to lessen the loss than in discovering the names of the insects that cause the injury. As stated above, not much can be done after the insects get in the wood. The remedy should be sought before the attack becomes serious. An effective and not expensive mode of procedure is to sprinkle kerosene over the wood. If the beetles are not already at work inside the pieces, the oil will tend to drive them away. That an ounce of prevention is better than a pound of cure is as true in this case as in any other. When symptoms of attack begin to appear, the quicker the stock can be worked up the better. Insects already inside the pieces may continue their work, but articles fully manufactured, particularly if oiled or painted, will not further deteriorate on account of the powder post insects.

#### Wood Exports and Imports for August

The August imports of forest products from various countries are given in the following list, abridged from statistics compiled by the United States Bureau of Foreign and Domestic Commerce:

	Quantilu	Value
Briar root and ivy .		8 21,241
Cedar, feet	2,101,000	113,171
Mahogany, feet	4,927,000	337,208
Other cabinet woods, feet		142,088
Round logs, feet	20,446,000	221,581
Pulpwood, cords	132,127	925,760
Rattan and reeds		142,620
	94,923,000	1,789,790
Laths	60,905,000	171,629
Shingles	50,062,000	134,520
Chair and cane reads		49,063
Furniture		68,377
Woodpulp, pounds	63,884,176	921,285
7 7 7		

Quantilu	Talue
Round logs, feet	\$ 184,688
Firewood	4,822
Hewed timber, feet	102,097
Sawed timber, feet	957,845
Other timber, feet	47,423
Lumber, feet	5,758,226
Joist and scantling, feet	20,112
Railroad ties 434,190	231,907
Shingles 6,698,000	14,604
Box shooks 1,129,110	100,341
Barrel shooks	200,292
Staves 7.261.419	588,942
Heading	17,199
Other cooperage	305,165
Doors, sash and blinds	93,134
Furniture	599,933
Empty barrels	32,242
Incubators and brooders	3,984
Trimmings, etc	63,900
. Woodenware	47,301
Wood pulp, pounds	31,457
Other wood manufactures	645 587
-	
Total exports	\$10,090,000

Have a sign on your mill to tell the passers by what it is and who is running it. This is an inexpensive form of publicity that has been too long neglected.

Why is it that the man who is always on time and seldom misses a day from work is the one who does the least grumbling about the slavery of business?



### Beech, Birches and Maples



The Department of Agriculture has published a bulletin contributed by the Forest Service on beech, birches, and maples in the United States, and their uses, both present and historical. This belongs to a series of bulletins on the "Uses of Commercial Woods of the United States," begun three or four years ago. Preceding publications related to the cedars, sequoias, cypresses, and pines. The present publication is the first dealing with hardwoods.

The three genera, beech, birch, and maple, which include eighteen commercial species in addition to a number of varieties and forms too small or too scarce to be of much importance, form a group closely related. This relationship, however, is commercial rather than botanical.

The woods of all have several points of similarity, such as hardness, strength, and susceptibility of fine polish, and in the main their uses are similar. They grow usually in the same regions, and they are often milled and lumbered as though they were a single wood, but the resulting lumber is piled and sold separately.

It is not unusual in the Appalachian region, the Lake states, and New England for lumbermen to speak of beech, birch, and maple as "the hardwoods," thereby placing them in a group by themselves, separate from oak, elm, hickory, and others which belong in the hardwood class. This is specially true when beech, birch, and maple go to chemical plants which manufacture charcoal, wood alcohol, acetates, and other by-products. These woods constitute about ninety per cent of all the hardwoods employed in distillation in the United States. They also make up a large proportion of the country's hardwood flooring, furniture, finish, and agricultural implements. In a variety of small commodities they hold first place.

Though there is a general similarity in the properties and qualities of this group of woods, yet each has its individuality, and in numerous ways it differs from the others, and has different or special uses.

Only one species of beech grows in the United States. It is the same tree whether it grows in Maine or Texas, but it is not alike valuable in all regions because climate and other conditions have much to do with its development. "An earlier record is claimed for beech," says the bulletin, "than for any other wood, even antedating the sycamore and cypress of Egypt. The words 'beech' and 'book' were synonymous in some of the earliest written languages coming into Europe, due to the practice of writing on thin beech strips. The existence of the root of the word in Sanscrit has been taken as strong evidence that the wood was used for writing materials in central Asia before the migration of the ancestors of the Germanic and Slavonic races westward into Europe. In beech, therefore, we probably have the oldest existing name of a wood in the world."

The most important uses for beech are in the manufacture of flooring, furniture, woodenware, clothespins, and in distillation, though it fills many other places.

The birches differ from beech in that they include a number of species, some of which are valuable, others of little importance in the supply of material. Nine in all are listed, one or more of which may be found in nearly every state of the Union. Sweet, red, cherry, or wintergreen birch, which are some of the names by which it is known, is usually placed at the head of the birches in value; but yellow birch is a close second. These two supply most of the birch of commerce. Their ranges overlap, and both go to mills together in many regions, and it is next to impossible to separate the lumber in the markets, and there is little occasion for doing so. These two trees supply practically all of the birch made into flooring, finish, furniture, and fixtures. The largest product comes from the Lake states and the northern Appalachian region. River birch, so named because it is apt to be found on the banks of rivers, particularly between Pennsylvania and Louisiana, has poor color and no figure, and is employed only for common purposes. It and yellow birch have ragged bark that rolls up in tat-

ters. No other birch of the middle and southern states has this feature.

Paper birch is a northern and northeastern tree, coming down through New England and New York to northern Fennsylvania. It formerly furnished the bark for canoes, and now supplies most of the wood for spools. It is an aggressive tree and takes possession of forest tracts bared by fire.

No birch of the United States, except these, has ever been important or will probably ever be. Gray birch is known in New England as old field or poverty birch, and is of small size; four little-known species occur in the far West and Northwest—western, Kenei, mountain, and white birch, and their only use is locally as fuel.

There are seven maples, if the box elder is counted as one; but the common hard maple or sugar tree is put to more use than all the others together. It is the common flooring, finish, furniture, and distillation maple, and its range of additional uses is so extensive that they are listed as classes rather than individually. The wood of most of the other maples is listed in commercial transactions as soft maple, except the western, or broadleaf maple of Oregon and California, which occupies a sort of middle ground, but is not abundant or important. The other maples are the black, which is usually considered a form or variety of the sugar maple; red and Drummond, belonging in the soft maple group; and vine maple, which is more of a curiosity than a timber tree, and grows in Oregon and Washington.

#### Probable Victory in Pridham Case

W. B. Morgan, chairman of the National Classification Committee of Lumber and Wooden Box Interests, has returned from Washington, where he went to attend the hearing in the Pridham case before the Interstate Commerce Commission, The hearing was concluded some time ago, but the commission has recently been going more thoroughly into the economic features involved. Mr. Morgan says that in his opinion the commission will decide in favor of the wooden box interests and asserts that this will be a marvelous victory for the lumber interests of the country and particularly of the South. He bases this view on the fact that the railroads are very much opposed to the fiber packages, owing to the numerous losses which have to be paid out as a result of breakage, leakage and other conditions. He says the railroads estimate their losses from this source at approximately \$100,000 per day. Mr. Morgan also says it is quite apparent that the small increase in the cost of the wooden packages is more than absorbed by the saving in transportation through the greater effectiveness of the wooden containers. He, therefore, believes that there is no validity to the claim made by the fiber people that the use of wooden containers results in higher cost to the consumer. Mr. Morgan also believes that a favorable decision from the commission in regard to the wooden packages will very greatly remove the necessity for the railroads to advance rates five per cent, as they have recently claimed. In fact, he estimates that the saving in claims alone will amount to about \$90,000,000 a year. He thinks this is one of the most important phases of the controversy. Mr. Morgan is very much interested in the probability that the Interstate Commerce Commission will order the common carriers to keep a record of the results obtaining as between goods shipped in fiber packages and those shipped in wooden containers. He believes a tabulation of records along this line will prove of very great value to the commission in reaching a decision in regard to the merits of the con-

Wearing a long face won't get you anything. Trade it off for a cheerful countenance, even if you have to give some effort to boot. Our faith in the future and better things to come is the greatest sustaining force we have when the going gets hard.

The easiest way to get all you want in this world is to not want too much.



### Meeting Michigan Manufacturers



The regular quarterly meeting of the Michigan Hardwood Mannfacturers' Association was held at the Hotel Pontchartrain. Detroit, on Wednesday, October 22. The meeting was well at tended: in fact, the attendance was considerably more than at the

The entire business was concluded in one session, the features being the excellent market report presented by Bruce Odell, chairman of the market conditions committee, and the decision of the membership to purchase, as an association, the amount of stock allotted by the Forest Products Exposition.

The meeting was opened with the usual roll call and minutes, after which Secretary Knox read an excellent report. Mr. Knox said that he was prepared to present a very satisfactory stock report, and that the comparisons on hardwood are especially favorable, although hemlock shows more on hand unsold than a year The latter condition, he said, was not to be wondered at, considering the status of yellow pine and the effect it has had on the northern market. According to Mr. Knox, building construction has been very active during the past month and the demand for northern hardwoods and hemlock has continued to be good at no reduced value.

He stated, in fact, that the lumber business has more than held its own, and that the present outlook seems to be very good.

Reporting on finances, the secretary said that the general fund on hand Oct. 15, 1913, was \$4,438.27, which will more than carry the association through to Jan. 1. The forest fire fund had a balance of \$2,697.52 on Oct. 17, out of which, however, the October salaries and expenses of the deputy wardens will have to come.

The secretary then commented upon recent activities of Secretary J. E. Rhodes, of the National Lumber Manufacturers' Association, particularly regarding the Forest Products Exposition. He also stated that at the meeting of the board of governors of the National Lumber Manufacturers' Association, held in Kansas City in June, the subject of inter-insurance was discussed and the secretary expressed his belief that there is a probability of something to the benefit of the lumbermen coming out of it. He said that President Richardson would make some interesting comments upon these lines.

On motion relative to the appointment of delegates to the National Conservation Congress, which meets at Washington, Nov. 18 to 20, it was decided that the president could appoint five delegates, one of which should be Bruce Odell, of Cadillac, who would have his expenses paid by the association.

H. Ballou, reporting for the railroad committee, said that there was no formal report to make, but he opened up a discussion regarding the proposed changes in freight rates in Michigan. Mr. Ballou said that it was imperative that rate matters coming up at Lansing should have the close attention of the lumber trade. He said that the State Railroad Commission has required Michigan railroads to file equalized rates, which have been filed to take effect Nov. 15. These rates, Mr. Ballou says, will not be equalized for lumbermen, in that all commodity rates are cancelled and resulting class rates would not be in conformity with equitable adjustment. Lumber under this arrangement would be placed in the sixth class, this change in itself constituting a decided increase on the general level within the states.

In addition, it is contemplated that a further increase will become effective if the requested advances are granted, which would make a double increase over the present rates on lumber shipments within the state. It was brought out that there is a conflict of authority between the state and Interstate Commerce commissions.

M. E. Thomas, of Cobbs & Mitchell, Inc., and the Mitchell Brothers Company, Cadillac, suggested that a committee he appointed to watch the movements regarding freight rates at Lansing. He said that the lumbermen should petition the State Railroad Commission for a hearing before any change of rates goes into effect.

Regarding the relation between the Michigan rates and the interstate rates and the consequent overlapping of authority between the Interstate Commerce Commission and the State Railroad Commission, Mr. Thomas stated that the results in Michigan would depend upon the decision of the Interstate Commerce Commission. and that if the latter body suspended the inauguration of the proposed general horizontal advance in interstate rates, the state commission would do the same on Michigan rates, in order that the two changes should start at the same time. He stated that in the central classification territory the railroads are planning to make a horizontal increase of five per cent. These increases were filed Oct. 15 to take effect Nov. 15. At the same time the state rates were filed to take effect at the same date.

Mr. Thomas said that even if the Interstate Commerce Commission does not suspend the interstate rates, lumbermen should have a hearing on lumber rates before they take effect, because of the relation of Michigan to shipping territory in other states.

It was brought out in the discussion that railroads of Michigan had given assurance that no injustice will be done to Michigan shippers, but some skepticism on this score was shown among members who have bitter experiences to look back upon.

President Richardson suggested that it might be probable that the raise in rates in Michigan would be greater than in other states, which in itself would constitute a gross injustice.

C. A. Bigelow said that in view of increased cost of operation and supplies, he thinks that the railroads may be entitled to the five per cent increase, and that he would be willing to abide by the decision of the Interstate Commerce Commission. He said, however, that inasmuch as Michigan railroads have cancelled previous tariffs and filed new tariffs to take effect Nov. 15, establishing increases of from five to thirty-three and one-half per cent, he thought the railroad committee should take action. He moved that the committee be authorized to look after the matter at Lansing, and to protest against any raise in rates other than those authorized by the Interstate Commerce Commission on interstate

Secretary Knox stated that it was his opinion that the difficulty in Michigan was encountered because of the difference in bases for rates. He stated that one reason for the proposed changes in the intra-state rates was the order of the State Railroad Commismission requiring the railroads to get together on a more logical system of rate basing.

H. Ballou cited as expositions of proposed advances in Michigan the following:

Rates on Detroit basis to be raised from six to eight and one-half cents on the Michigan Central to certain territory, and on the G. R. & I. from seven to eight and one-half cents. He stated that the proposed equalization advances Cadillac rates from fifteen to thirty cents. He also said that in view of the proposed advances it is a decided injustice to Michigan shippers that rail and water rates from Menominee, Green Bay and Oconto to Detroit are still

Following further comment, Mr. Bigelow's motion was carried. F. A. Diggins, of the legislative committee, being absent, there was no report of that committee.

D. H. Day stated that he was happy to say that there was no report of the grading rules committee.

J. S. Hickok, chief fire warden of the Forest Fire Protective department, delivered an exhaustive report showing the work done since the last meeting. This report was excellent in arrangement and detail and offers a very logical outline for the organization of forest protective work in any section of the country. For this reason it will be printed in full in the next issue of HARDWOOD RECORD.

Bruce Odell then delivered his usual valuable report on market conditions, reporting for the market conditions committee. The report follows:

#### Report of Market Conditions Committee

Seven years ago at Traverse City, Mich., was held the first October meeting of this association.

To a manufacturer who did not attend that meeting, and take an active part in it, a copy of the report of the market conditions committee would not be very impressive. It consisted of only three short paracraphs and to us now might not seem to say much but within six months after the meeting one of our members who was interested in two large operations in Michigan made the statement that this report was worth \$1,0,000 to the two concerns in which he was interested. This manufacturer evidently understood the language of the report and heeded its recommendations

We trust you will bear with the committee for this reminiscence as it is not given in a boastful way but lest you forget as we are all inclined to do. This manufacturer in particular may not forget this particular benefit but many of you profited proportionately at the same time have no doubt forgotten, just as you may have forgotten many other times when you profited by the association work and statistics.

The particular benefit referred to in the October 1906 report was due largely to our statistics of that date, the faith of the members in those statistics and confidence in the committee's report, all of which are necessary to get the full benefit of association work. During these seven years we have never had occasion to doubt the accuracy of our stock reports and they are now recognized by not only ourselves but also by the wholesaler, jobber, dealer and consumer as giving accurately the stock conditions in northern hardwoods and hemlock, all of which is very gratifying but we believe that the producer should study more closely the amount of stock, sold and unsold, and make comparisons with like periods of other years. This is one of the large factors in determining demand and values. While your committee has undertaken to do some of this segregating and comparing of the different stocks more of it should be done by the individual manufacturer.

Taking into consideration the political and tariff agitation of the past two years and the effect it has had in the general feeling of caution and the slowing up of business in many lines, our stock reports of October 1, 1913, indicate a very satisfactory condition generally in northern hardwoods and hemlock.

Total stocks of hardwood lumber are but three and one-half per cent greater than the same period in 1912, a time when stocks were considered unusually low and would not have been enough to supply a period of good general business activity. They are only eighty per cent of 1911 stocks. Maple in the grades of No. 2 common and better shows an increase of about 9,000,000 feet nearly all of which is in the hands of maple flooring manufacturers, who produce their own flooring stock, but the stock of these grades is 14,000,000 less than that of two years ago and maple flooring conditions good as compared with most other years. Stocks of No. 3 common maple are 5,000,000 feet more now than a year ago, but they are 9,000,000 less than 1911, 14,000,000 less than 1910, and 20,000,000 less than 1909. Stocks of maple unsold in both No. 2 common and better and No. 3 common are less than sixty per cent of a year ago and much less than those of any year since 1907.

Stocks of ash are about half what they have been for previous years.

Stocks of ash are about half what they have been for previous years. The stock of basswood is about eighty-eight per cent of the 1911 and 1912 stocks and identical with that of 1910. Beech shows but 19,000,000 feet total stock as against 26,000,000 for 1912, 35,000,000 for 1911 and 43,000,000 for 1910. Birch and soft elm stock show a very slight increase over the stocks of last year, but much less than either 1910 or 1911.

The conclusions reached by your committee are that even with the demand much less than normal during the coming year there should not be, and probably will not be, much if any concession from present prices, and that with good general business conditions a material advance may be expected in the prices for northern hardwoods generally.

In this connection your committee wishes to call to your attention the item commonly known among manufacturers as "good maple." You will recall that about four years ago this committee had prepared a statement showing the total stumpage owned by each member, the amount being cut each year, and how long it would take for members to complete their individual cuts. Time has verified the correctness of this report and while the general cut of northern hardwood has not decreased in proportion to the members completing the cut of stumpage owned by them, the cut of "good maple" has increased nearly identically in that proportion, as the new fields of operation do not contain the quality of maple found in the old operations. Uses for this "good maple" have developed, showing it superior to any other available wood for these particular purposes, and we believe that a very material advance may be expected in the prices of the better grades of maple.

We also call to your attention the item of beech. The use of this wood has developed in the past few years more than any of our other northern hardwoods. Its use was encouraged first because of the extremely low price for it, and then further developed because of the real furtinsic value. It has stood the test and for many purposes it has been found superior to the wood for which it was substituted. The use of beech is firmly established now, the demand for it will increase beyond the supply and there is no reason why it should not continue to sell at a price so much below other northern hardwoods or any other wood that might be substituted for it. The stock of beech for four years, if we had

no other reason, would very conclusively indicate a recommendation at this time.

Stocks of hemlock on hand Oct. 1 show a consistent and persistent decrease during the past few years, being 205,000,000 for 1910, 183,000,000 for 1911, 119,000,000 for 1912 and 112,000,000 for 1913. As is well known there has been much substitution of southern pine for hemlock, but as is shown in the decreased stocks of hemlock, substitution has been necessary.

The use of hemlock is becoming more and more a local one but the waning supply makes this condition imperative. Even with an increasing amount of southern pine coming north the small amount of hemlock in stock at present should and probably will be absorbed at present prices. The use of hemlock when it has preference and when a building lumber must be had quickly should keep up demand for it to the extent of the supply

Stocks on hand Oct. 1, 1913, are 13.000.000 as against 17,000,000 for 1912 and are in very urgent demand, good prices prevailing for prompt shipment.

Mr. Odell's comment following the reading of the report brought out the fact that there was only three and one-half per cent greater stock on hand at the time of compiling his statistics this year than in 1912. He also stated that the best of maple lumber should be bringing \$5 a thousand more than it really is bringing, and also said that an effort should be made to bring about that condition.

In speaking of beech, Mr. Odell said that he considers it the best wood for various uses to which it is now put, that could be possibly secured. He said that the supply will shortly be found to be less than the demand.

Commenting upon conditions in Wisconsin, R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, Wausau, stated that statistics which will be presented at the forthcoming meeting of his association show that on Oct. 1 there was from ten to fifteen per cent less hemlock than a year ago, and that there was no increase in the quantity of hardwood. He stated that while there was a slight increase in the hardwood log input this year over last year there was no increase in hemlock. He stated further that firm prices in hardwood and hemlock prevailed all year, in spite of the fact that yellow pine has been making big inroads into the hemlock market and is selling in the northern market for from \$3 to \$4 less than hemlock, in which there has been no change during the last two months.

Mr. Kellogg made the interesting observation that prices will unquestionably be stiff during this season, partly because of the fact that it is certain that the cost of logging in the territory in which the membership of his association operates will increase from twenty-five cents to a dollar a thousand over last year.

President Richardson then introduced George S. Wood, manager of the Forest Products Exposition. Mr. Wood told of the purpose and growth of the Forest Products Exposition plan, and stated that his plans are based on his experience with past expositions. He expressed the belief that the exposition will come out better than even.

It was finally decided, by motion, that the association buy the forty shares at a cost of \$2,000, as an association, and join with the Wisconsin association if it seems best to the board of directors to do so.

The motion also carried with it the provision to provide a sum of money not exceeding \$2,500 from the association's funds for the purpose of preparing the exhibit. The motion was carried.

In speaking on the subject of inter-insurance, President Richardson said that he thought a committee should be appointed to work along the lines suggested at the Kansas City meeting of the National Lumber Manufacturers' Association. A resolution to this effect was made and carried.

C. A. Bigelow moved that the regular assessment of ten cents a thousand feet be made, which motion was carried.

The meeting terminated with an interesting discussion regarding water stocks and reports of sales of water shippers.

G. von Platen stated that the reports had been of great benefit, inasmuch as they tended to hold the market on a uniform level.

D. H. Day advised that association members hold on to water stock as long as they could, as there was absolutely no necessity for contracting a long way ahead for shipments of this sort.

The meeting then adjourned.



## Realizing Steel Car Weakness



Nobody denies that in a bad wreck something will smash, and it may be a wooden our or it may be a steel ear. Experience shows that both will go to pieces if hit hard enough, and experience also shows that the steel car is at fault oftener than the car of wood, in proportion to the numbers of each in use.

The first weakness of the steel car, and one which the steel advocates carefully avoid mentioning, is its proneness to leave the track or to break or spread the rails. It is heavy and rigid. It refuses to take curves, and if there is a defective rail or a rotten tie, the steel car finds it and begins to smash things, while the wooden car, being lighter and more yielding, passes over and gives the track walker a chance to find the dangerous place.

This phase of the situation was ably presented by James O. Fagan in a letter to the New York Times, Sept. 19. Among other points made by him were the following:

Under present conditions on the railroads steel car legislation would not only be very unwise, but would actually be a case of dangerous Federal interference with railroad management. About a year ago quite a sensation was created by the discovery and publication by the Interstate Commerce Commission of facts relating to the manufacture of steel rails and the stability of roadbeds. Accidents pointing to weakness in these features were of daily occurrence. An abundance of evidence was published about rotten ties, broken rails, and weak bridges. Comparisons were made between the cost and structure of roadbeds in this country and abroad. Meanwhile railroad presidents and managers all over the country were taking hold of these problems in earnest, and at the time public statements were made by these men to the effect that the railroads were in immediate need of millions upon millions of dollars for better. ment purposes, and specifically to prepare for the problems connected with the constantly increasing weight of cars and locomotives. permitting or compelling the railroads to add an unlimited number of ponderous steel cars to their equipment, then, would it not be well to secure from the Interstate Commerce Commission an opinion as to the present preparedness of the railroads to carry in safety this additional weight? Surely, these tracks and roadbeds are matters of the first consideration, and any cart-before-the-horse legislation should be looked upon by the people with the greatest disfavor.

"In fact, a careful scrutiny of the records for the past year or two warrants the suspicion that the unusual weight and speed of these trains have been the probable causes in most of these accidents. Saving lives in this roundabout fashion is something new in railroad and human economy. It reminds one of Dickson's hero who saved a small fortune in his mind by purchasing at bargain sales articles for which he had absolutely no use."

The New York Times commented editorially upon this matter by taking the ground that:

"The provision of steel cars never prevented accidents, never can prevent them. It may, indeed, be a direct cause of the spreading or fracture of rails and of consequent derailments. The prevention of accidents on the railways has become a direct personal issue between managements and men. It is an issue of the gravest importance to the public, and it has been brought to an acute stage by the continual demands for more pay, or, when that is refused, less responsibility for the trainmen to whose hands are intrusted the lives of passengers. It might even be argued that the multiplication of, mechanical safety devices is now in itself an element of danger. When engineers, conductors, and fiagmen unite to thrust the safety first responsibility upon the power of car bodies to withstand shocks of collisions resulting from their running past signals, it is time for the public to take a part in passing upon their qualifications."

The common sense method would be to attain safety first by keeping cars on the track, and this is hard to do in case of the steel car. A line or two in the ordinary news dispatch regarding wrecks often gives the secret away. Note the following in an associated press dispatch, published Sept. 16, regarding a wreck at Coatesville, Pa.

"The train was not running fast when the sleepers, of steel construction, left the rails and turned over on their sides. One of the cars slid half way down a fifteen-foot embankment. There were sixty-eight persons in the sleepers. The accident is said to have been due to the spreading of the rails."

The three points here are, the cars were steel, the train was not running fast, and the rails spread. Would an element of safety be added by a law compelling the use of steel cars exclusively? Would not the rails spread just the same, or worse?

Almost exactly the same story was told in a dispatch, Sept. 20,

from Nahatta, Kansas, where twenty passengers were injured when steel cars left the track because of a defective rail, and went over an embankment. Is legislation needed here to compel the use of cars already in use (and in the wreck)?

News agency dispatches to the papers are impartial. They are not arguing for the steel car, the wooden car, or any other car, but they simply tell what happens, and that is why their testimony as to the insufficiency if not the actual danger of the steel car is so telling.

'Two days later than the dispatch quoted above, the Brooklyn Eagle had nearly two whole pages of description and pictures of a wreck on Long Island in which three were killed and forty-five were hurt. The news agency—the same impartial agency which simply tells what happened—introduced the two-page description in one plain, straightforward sentence as follows:

"Three persons were killed outright, two others were injured so severely that they are expected to die, and forty-three other passengers were more or less seriously injured early today in a head-on collision of two electric passenger trains of steel construction, on the Whiteston- Division of the Long Island Railroad at College Point."

Here were steel cars, and there was not even spreading rails to offer as an excuse for the accident It was a "head-on" affair, and that is the situation in which steel cars are supposed to display their elements of safety. The news report tells how they did it:

"There was a crash that could be heard for more than half a mile, and the Manhattan-bound train plerced its way through nearly half the length of the first car of the opposing train before both trains came to a stop. Passengers, who had been hurled in all directions from their seats, lay in a jumbled mass on the floors of the trains for a moment, and then as many as we reable cushed to the open. They round that none of the care except the first of each train had left the rails. Of these, the head car of the Manhattan-bound train showed no signs of the accident save that the front end was mashed in and its forward trucks lost under the wreckage of the car with which it had locked itself. On the latter car the front end was entirely torn away, and from the front vestibule, where the motorman's box had been, great ribbons of the steel sheathing of which the car was built had been rolled back as if by a gigantic canopener for fully half the length of the car."

An inspection of the photographic illustrations of the wreck, published in the Brooklyn Eagle, shows that the steel car went so completely to pieces that it was a tangled heap of scrap. No wooden car, even of the most flimsy construction, was ever more completely wrecked. This is not a new occurrence. Steel cars have crumpled many a time under the impact of collision. No more dependence can be placed in them than in the wooden coach —perhaps not as much. They appear, therefore, to be no safer than the wooden car when the accident comes, and are far more liable to cause accidents.

The element of greater safety, which is so loudly proclaimed by the steel interests, seems to be a myth. All travelers know from experience that the steel car is less comfortable than the wood, but many have cheerfully endured the discomfort because of the increased safety which they supposed they were getting when they rode in the steel coach. The accumulation of accidents to the steel car is piling up proof that it is less comfortable and no safer.

One of the farthest-fetched of all attacks on the wooden car has recently appeared in a circular sent out to the members of a travelers' insurance association of prominence. It is based on the wreck of three cattle cars some months ago in Texas, and a photographic picture shows the demolished cars. There is no question that they were thoroughly wrecked, but the picture shows something that doubtless escaped the author's notice in his zeal to exhibit the broken cattle cars. The camera has not been trained sufficiently in prevarication to leave out tell-tale details that do not help the deception. Down the track stands the car that demolished the three cars of cattle, and it is a common old wooden box car. The explanation is apparent. The three-dimsy stock cars, which are made of slats like a cornerib, were simply crushed when the wooden box car hit them. It was wood against wood, and the strongest came out uninjured.



## Gum Manufacturers to Organize



On Saturday, Oct. 18, a meeting, which will go down in gum history as of exceeding significance, took place at the Hotel Gayoso, Memphis, Tenn. The meeting can be said to be directly the result of the very apparently diminished demand for gum which has been noted for some little time past. Certain prominent manufacturers have realized the seriousness of the condition and have felt it was incumbent upon the bulk of the producers of gum to get together on a common basis to work out ways and means for increasing the market for their product. Some wind of this move has been abroad for quite a little time in connection with the campaign to create a fund for general advertising of gum, but the meeting itself was the direct result of the efforts of C. L. Harrison of the Himmelberger-Harrison Lumber Company of Cape Girardeau, Mo.

No permanent organization was effected, although direct steps were taken to that end, and the opinion was expressed by men prominently connected with the meeting that a permanent organi zation is a positively assured fact for the near future.

If nothing else were accomplished, the expressed opinions of those present at least put the gum condition in a more favorable light. According to reports of the attendants at the meeting, they have an average capacity of from 50,000,000 to 55,000,000 feet a year and find that they have an average of only four months cut ahead, which is not so bad as they thought. They have 21,600,000 feet on hand. According to the report, the average of red gum to a log is twenty-five per cent.

As stated, there was no permanent organization formed, but, judging from the sentiment expressed, one is strongly desired. The following committee was appointed for the purpose of working up plans to be reported at a meeting which will be held four weeks from the date of the original meeting: E. A. Lang, L. P.

DuBose, C. L. Harrison, T. W. Pry, J. W. McChire, F. R. Gadd, L. F. Brown

Another committee was appointed to act as a sort of membership committee for the purpose of getting together a list of the names of eligible manufacturers and secure their presence at the next meeting to be held as stated in four weeks.

W. E. DeLaney of Cincinnati was elected temporary chairman of the meeting and J. W. McClure of Memphis temporary secretary. There is no indication as to who the officers for the permanent organization might be when it is effected.

The discussion of the red gum market developed the fact that it was not so weak as it had been thought, and that there was more red gum cut and sold this year by those attending the meet-

The question of publicity for gum was also given some discussion, but nothing definite was determined in this direction, it being probably considered advisable to wait until the permanent organization was formed before going ahead on such work.

While the progress made does not seem to be unduly auspicious at first glance, it can readily be comprehended that with such a start it is a comparatively simple matter to form a strong association of gum manufacturers, which association when properly organized would unquestionably have a powerful influence upon the manufacture and distribution of red and sap gum. Considering the important place which gum occupies in the hardwood demand of this country and foreign countries, it is not a question of "why is this organization to be formed?" but rather, "Why wasn't it formed long ago?" The meeting undoubtedly constituted an epic in the affairs of gum manufacturers and it will be interesting to watch how the proposition works out before the next meeting takes place.



## Chicago Building Project Endorsed



As a prominent member of the Chicago lumber trade expresses it: "You can't hold them back on this Lumbermen's building proposition." The spirit displayed at the meeting of the Lumbermen's Association of Chicago following the banquet at the Hamilton Club on Tuesday evening, October 21, was strong proof of the truth of this assertion.

In the absence of Murdock MacLeod, president of the association, Vice-President Mashek presided at the meeting. He reviewed the work of the building committee composed of George J. Pope, Everett A. Thornton and Edward E. Skeele. Mr. Mashek said that the committee had worked in close harmony with the association and its board of directors and had been given every assistance and advice possible by the board. He added that it now devolves upon the lumbermen themselves to give the project the desired support in the matter of space rental, to put the proposition through.

inasmuch as the meeting was mainly for the purpose of discussing this building question, George J. Pope, chairman of the building committee, took the chair at this point for the purpose of telling of the status of the arrangements and of answering the questions and leading the discussion. He stated that the committee's arangements are in fairly concrete shape but urged that prompt action is necessary inasmuch as Nov. 1 is the limit given for the rental of the 30,000 square feet of space necessary. He said that unless this amount of space is contracted for by the first of November, the project will be given up definitely, and that so far the work of the committee had resulted in leasing 20,000 square feet of space, not including the space to be occupied by the Lumbermen's Club and the Lumbermen's Association. Mr. Pope explained that the committee has met its greatest

difficulty in the spirit shown by some of the lumbermen who seem to be willing to postpone the definite contracting for space for no apparent reason or for trivial reasons. He requested that those not firmly convinced but of open mind in the matter give the committee an opportunity of calling upon them at an appointed time in order to demonstrate conclusively the practicability and advisability of having space in the Lumbermen's

The architects of the proposed building, Holabird & Roach, had a representative at the meeting for the purpose of explaining in detail the various features of the building. A screen and lantern were provided, and exterior and floor plans were thrown upon the screen. As explained in a previous announcement, the building will be 100x134 feet and 200 feet high. According to the plans shown, the exterior will closely resemble that of the McCormick building, while it is planned to have the interior equal in every respect to the modern office buildings of the city, marble and mahogany being used. The structure will be equipped with six elevators. An arrangement will be in effect on each floor whereby any amount of space can be given to any tenant, but the McCormick estate provides that partitions put in at request of tenants must remain intact during the leasing period. This provision is the result of the short lease which is asked, namely, for five years. The depth of the larger offices from the windows to corridors will be twenty-four feet, while the smaller ones will be sixteen and eighteen feet. In planning the structure, particular attention has been given to the matter of space, light

M. C. Kemmen, who has charge of the McCormick building, also owned by the McCormick estate, made some interesting suggestions which would indicate that the character of the Loubing med is building will be first-class in every way. He sail it 32 year persons entered the Metodinick building between Sei? 15 and Oct. 15, and that the elevators in that period traveled 5,335 miles. He stated that cleunliness is insisted upon by Mr. McCormick as of paramount importance and that in order to satisfactorily take care of this feature in the McCormick building it requires 120 women and 65 men every day, also 6 men washing 93 pairs of windows daily one week to complete the entire building.

William H. Beebe, formerly connected with the lumber business and now having charge of the business administration of McCormick buildings, also talked of the advantages to be derived from centralizing the lumber interests in the Lumbermen's

building. He spoke particularly favorably of the location selected. He urged upon those present that they give the matter of signing for space their immediate attention. One of the points which Mr. Beebe made was that the centralized arrangement would be of great assistance to the small yard man who has but a limited time in his visits to Chicago to buy a small amount of lumber. It would be of equal and in some cases correspondingly greater assistance to other lines of the consuming industries.

Frederick L. Brown, former president of the association, talked in behalf of the project and said that to have success one must have a definite aim and that with any branch of trade following a certain ideal, a considerable stimulus is created.

Before the meeting adjourned, a unanimous resolution was passed favoring the building project.



## The New Type of Car



Editor's Note

The following information was received by Harnwood Racoate just before going to press, and is tan in the asterior with application appearing as seen on pages 331 and 35.

Commissioner C. C. McChord of the Interstate Commerce Commission, has stated that the lumber manufacturers need feel no hesitancy about communicating their views regarding the steel car agitation to the commission, stating that the commissioners recognize that there are two sides to the question, and that they desire to ascertain the facts. It is feared that the hysteria for the rapid installation of steel cars will cause many car builders to engage in supplying the demand, whose plants are not properly equipped for producing steel cars made as they should be, and that as a result there will be many so-called steel cars placed on the railroads of the country which are inferior to strongly built wooden cars. The commission is now engaged in investigating this phase of the matter.

The Pullman Company, which has a large number of well built wooden sleepers still in its service, in its desire to comply with public sentiment, and safeguard its passengers, has just adopted a method of construction adaptable to cars either of steel or wooden type, by reinforcing the underframe and ends of the car in a manner which offers sufficient resistance in the vestibule and platform to prevent collisions telescoping, or battering down on the walls. This method, which has just been perfected, is being offered to the railroad companies which desire to strengthen the platforms and vestibules of their wooden cars. "The principal feature of the new design is an 'I' beam, heavy in section, bent in the form of a 'U,' the legs of which extend upward through an aperture in the platform casting, the upper ends of the 'I' beams being thoroughly anchored in an end superstructure made up of structural shapes. One leg of the 'U' forms a door post at the entrance of the car, while the other forms a door post of the vestibule. The loop of the 'U' is under the platform, and connected with the underframe. In case of collision, should one underframe override that of the next car, its progress will first be obstructed by the legs of the 'U' beams at the buffer sill, which, as they bend, will tend to lift the whole car body, thereby giving greater resistance to the further advance of the overriding car. The construction is most substantial and efficient."

Many prominent railroad men are not in favor of all steel car construction. Erank expressions are being obtained from competent car builders and railroad men. The following is quoted from the report of the engineer of the Minnesota Railroad & Warehouse Commission:

In our effort to eliminate the causes of collisions, we should continuous ourselves strictly to questions which are pertinent to the problem. The wreck-resisting qualities of steel and wooden cars should not enter into consideration, because to anticipate the continuation of this lamentable feature of railroad operation, with a view toward the construction of wreck-proof cars and equipment, would be equivalent to a suggestion to

the public that they should not expect to obtain satisfactory relief from preventable railroad accidents.

A bill directing the use of steel cars, block signals and other safety devices by the railroads of the United States in the discretion of the Interstate Commerce Commission is being drafted by Representative Stevens of New Hampshire, the chairman of a subcommittee of the committee of the Interstate Commerce Commission. The bill will specify a time limit within which steel cars shall be substituted for wooden cars. It will also include the operation of trains and other safety regulations to be administered under the jurisdiction of the Interstate Commerce Commission, which is co-operating in the preparation of the bill. The bill will be submitted at the present session of Congress, but will not be considered until the next session. Mr. Stevens' committee will meet again about November 15.

Steel Cars Unpopular in England

U. S. Consul Albert Halstead, at Birmingham, England, says that the English do not take kindly to the steel car, and that the matter of fireproofing wood used in cars is preferred, to lessen danger from nres in case of accidents. "The idea," he says, "that steel cars should be constructed for passenger traffic does not seem to meet with any great consideration at present. It seems as if American firms who fireproof timber might find it to their advantage to approach British railways with a view to selling them fireproofed timber for new car construction, as well as to approach the big railway-carriage makers in England."

#### Work Well Outlined

The Fifth National Conservation Congress which meets in Washington, D. C., Nov. 18, is to be devoted largely to forest conservation, because of the national importance of the subject in its many phases. Public interest is involved, because upon the proper solution of the various problems depends the cost of the wood without which our civilization would decline; the perpetuation of the timber supply; the development of hydro-electric power; the utilization of non-agricultural lands; the availability of water for irrigation; the preservation of forest areas for health and recreation, and many other developments essential alike to every citizen from the lumberman to the man who owns neither a tree nor a foot of land.

Two billion seven hundred million dollars is the amount of our annual bill for drinks and smokes, according to a magazine authority; one-fourth of it being for tobacco and three-fourths for liquors. Verily Uncle Sam has some jag bill, even for a family of size and parts.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

#### B 583-Seeks List Cargo Shippers Pacific Coast Wood

UTIEA, N. Y., Oct. 14. Editor HARDWOOD RECORD. If you can conveniently do so, we would be glad to have you give us the names of a few good reliable lumber manufacturers on the Pacific coast, large enough so that they could ship lumber in cargo lots to the East.

The above correspondent has been given a brief list of leading producers of western lumber products located at various ports. Any others interested in the inquiry can have the address on application.—
EDITOR.

#### B 584-Wants Red Cedar

CLEVELAND, O., Oct. 14.—Editor Hardwood Record: Can you give us the names of several responsible southern mills who cut and market red cedar suitable to manufacture into cedar chests?

MANUFACTURING COMPANY.

This correspondent has been given a brief list of manufacturers of Tennessee red cedar. Any others interested can have the address on application.—Editor.

#### B 585-Seeks List Hardwood Log Buyers

COLUMBIA, MO., Oct. 15.—Editor HARDWOOD RECORD: This department receives frequent inquiries from farmers regarding the market for mixed lots of logs, especially hardwood logs in small quantities. Can you give us a list of buyers in small lots of hardwood logs so that we can answer these inquiries?

Professor of Forestry, Columbia University.

Mr. Dunlap has been advised that a list of buyers of small lots of hardwood logs would be as numerous as the small hardwood mills throughout the country, and that it would be impractical to supply him with a complete list.—EDITOR.

#### B 586-Seeks Thin Veneer

CHICAGO, ILL., Oct. 20.—Editor Hardwood Record: Will you please give us a list of producers of thin veneer for wrapping purposes? We are buyers of this material in carload lots.

MANUFACTURING COMPANY.

This correspondent has been supplied with a list of the principal rotary veneer cutters of Wisconsin and Michigan, many of whom cut this thin veneer for the purpose named from elm and other comparatively low-priced woods. Any others interested in the inquiry can have the address on application.—Editor.

#### B 587-Seeks List of Maple Table Slide Producers

This correspondent has been supplied with a brief list of producers of table slides. Any others interested in the inquiry can have the address on application,—EDITOR.

#### B 588-Seeks Name of Producers of Piling Machine

This correspondent has been given the names of several manufacturers of the two apparatus asked for. Any others interested in the inquiry can have the address on application.—Editor.

#### B 589—Wants Market for Locust Fence and Telephone Posts Marshall, Ark., Oct. 8.—Editor Hardwood Record: Can you through

your "Mail Bag" section put us in touch with buyers of locust fence and telephone posts?

Anyone interested in a source of supply for this material can have the address of the above correspondent on application.—Editor.

#### B 590-Wants Thin No. 3 Poplar

PHILADELLETA PA. O. I. 20—Editer HARDWOOD RECORD: We are in the market for 5 (1 No. 1 common peplar dressed two sides and resawed to finish by ", for western P insylvania trade. Can you tell as where we can seeme this stock.

LEMBER COMPANY.

The writer of this letter has been given a list of the principal poplar producers of the country. Any others desiring to have the address can see it on application.—Entrop.

#### B 591-When Is Kiln-Dried Lumber Dry?

Cleveland, O., October 22, 1913. Editor Handwood Ricond. We are in receipt of a carload of alleged kiln-dried lumber that we do not believe is dry. Who is the authority for determining whether this lumber is dry or not, and how shall we proceed to determine this fact?

The reply to the above communication has been made as follows: Perhaps the best authority on the subject of tests showing the dryness of wood is Samuel J. Record, assistant professor of Forest Products, Yale University. In Mr. Record's work entitled "Identification of the Economic Woods of the United States," he says:

"The water contents of wood can readily be determined in the following manner: Saw off a thin section of wood; weigh carefully on a delicate balance; dry in an oven at a temperature of 100° C, until a constant weight is obtained; reweigh. The difference between the fresh weight and the dry weight is the amount of moisture contained. Computed on a basis of the fresh weight:

"Thus if the weight of the original block of wood was twice the final weight, there was as much water as wood; in other words, one-half or 50 per cent of the original weight was water. The figures in the preceding paragraph are on this basis.

"Computed on a basis of dry weight:
fresh weight—dry weight
Per cent of moisture=
dry weight

"In the problem cited above the loss of moisture was 100 per cent of the dry weight. This method furnishes a constant basis for comparison, while the other varies with every change in moisture degree. Subsequent references to the per cent of moisture will refer to computation on the basis of dry weight.

"It is impossible to remove absolutely all the water from wood without destroying the wood. Wood is considered thoroughly dried when it ceases to lose weight in a constant temperature of 100° C, though it still retains from 2 to 3 per cent of moisture, and if exposed to higher temperature will continue to give up water."

For practical demonstration of the dryness of the wood in question, would suggest that you employ the following method: Cut a couple of feet from the end of the 12" board, a section about ½" in length; take this thin section and leave it on a hot steam radiator for fifteen or twenty minutes; then leave the section on your desk for a matter of twenty-four hours. After this time, if the width of the section approximates the width of the board from which it is removed, the lumber may be considered commercially dry. On the contrary, if it shows a shrinkage of from ½" to ½" it is not dry.

The fact that the oil or water stain causes the grain of the wood to raise is no evidence whatsoever that the lumber was dry. As a matter of fact, it is evidence to the direct contrary. Had this been Kratezer-cured lumber even kiln-dried for but a short time, you would have had no trouble with the filler raising the grain.

Incidentally, wood that does not contain more than anywhere from six to nine per cent of moisture is regarded as commercially dry. That is, lumber should have about this quantity of moisture remaining in it when it is suitable to employ in the making of interior finish or furniture. Green wood contains anywhere from twenty-five to as high as seventy-five per cent of moisture, depending upon the kind of wood and the proportion of sapwood involved.

—Editor.

#### Clubs and Associations

#### Interesting Program for Wisconsin Meeting

The fall meeting of the Northern Hombok and Hardwood Manut, tipers' Association as recently announced in Hardwood Receiv well is held at Eau Claire, Wis, on Wednesday, Oct. 29. The headquarters of the association will be the Galloway hotel and the sessions will be held at the Eau Claire Club.

The program includes reports on stock on hand Oct. 1, market condiditions, standard sizes for hemiock, advertising, forest products exposition, insurance, log input, and woods wages. In addition, some excellent committee reports are being prepared on these subjects which will be of more than usual interest and value.

D. H. Tiemann of the Forest Products Laboratory at Madison, Wis., who is recognized as an expert in wood seasoning, will describe his experiments in kiln drying lumber and a representative of the Chamber of Commerce of the United States will discuss the work of that important orranization.

The visiting members following the meeting will have an opportunity of seeing the mills of the John H. Kaiser Lumber Company and the New Dells Lumber Company, which plants include a box factory and an interior finish factory.

#### Chicago Club Entertains

On Wednessiay evening, Oct 22, the Lumbermen's Club of Chicage entertained the wives and friends of the members with an informal dance and evening of cards and other informal entertainment. The entertainment committee had made excellent arrangements providing a very good orchestra for the dancing and also prizes for the card games. About fifty people were in titendame, some remaining on the dance floor, while others spent the evening at the card tables. Pool and billiard tables were thrown open for the evening without charge, and were well patronized.

#### Important Meeting Memphis Club

The regular meeting of the Lumbermen's Club of Memphis, held at the lot Gayoso, Saturday, Oct. 18, was well attended. Thereto there were a number of gentlemen present who were in Memphis to attend the red gum conference here during the forenoon. The usual luncheon was served. The river and rail committee said that it was negotiating with officials

The river and rail committee said that it was negotiating with officials of the Illinois Central railroad in regard to the payment of overweight charges at Memphis instead of through the Chicago offices, and that it had not quite completed this work.

The committee also reported that it had received information from Washington that the Willis bill, designed for the purpose of giving the Interstate Commerce Commission wider jurisdiction in connection with the weighing of lumber and other freight, was not complete and that it would be withdrawn. The committee also reported that another bill was being prepared and that when this was received it would proceed to carry out the instructions of the club regarding recommendations of such a character as to thoroughly protect the interests of shippers.

The committee also reported that the physical valuation of the railroads would be undertaken by the commission at an early date and that the United States had been divided into sections for this purpose. Chattanooga has been selected as the headquarters for the Southeast and Kansas City for the Southwest. The committee asked that it be authorized to secure one of the branch stations for Memphis and the desired authority was granted.

The statistics committee, through D. F. Heuer, read extracts from its report for 1912 showing the amount of lumber produced at Memphis and a number of other interesting features in connection therewith. This report has already been published in HARDWOOD RECORD.

F. E. Stonebraker, chairman of the committee appointed to furnish the rooms to be occupied by the Lumbermen's Club of Memphis in the home of the Business Men's Club, stated that it had been found that there would be 105 panels and that, as there were not enough specimens of hardwood lumber in this section to make each one of a different wood, it would be necessary to duplicate in some instances. He brought forth considerable applause when, out of deference to the delegates to the red gum conference, he declared that most of the duplications would be made of red gum.

The entertainment committee was authorized to take such steps as it saw proper in connection with the visit of the Indiana Retail Lumber Dealers' Association. The association will pass through Memphis Jan. 22.

At the completion of the regular business, President Pritchard extended warm welcome to the delegates to the red gum conference, declaring that the Lumbermen's Club of Memphis was very much pleased with the privilege of entertaining these gentlemen. He called on a number of them for brief talks. W. E. Delaney, chairman of the red gum conference and president of the Hardwood Manufacturers' Association, expressed very great pleasure at being with the lumbermen of Memphis, whom he characterized as thoroughly aggressive and also as a little geotistical, as evidenced by the fact that they were taking steps at this meeting to bring a part of the government machinery from Washington to Memphis. He dwelt at some length on the great good to be accomplished by organization.

While he agreed that the lumbermen took rather long chances, he thought that they were quite as conservative as other business men when everything was considered. He intimated that the disposition on their part to take chances grew out of necessity rather than choice.

Discussing the red gum conference, he said that the principal object of the red gum conference was to find a larger market and that the gentlemen participating therein would work sectionly to this end. He said that one industrious gentleman had already discovered a new by product made of red gum, but the exact nature thereof, as well as the effects to be accomplished thereby, will hardly bear publication.

C. L. Harrison of Cape Girardeau, Mo., was introduced as the originator of the red gum conference. He said that he had taken this step because bits firm was up against it, as it was in the position of a man trying to sell gold dollars at ninety cents apiece. He declared that gum manufacturers were going to put gum on the market in the right way and that they had come to Memphis, which is the center of the chief territory producing gum, to make the start. He thanked the club for the very cordial hospitality shows to himself and other delevates.

T. W. Fry of St. Louis, Charles Thomas of Belzoni, Miss., and E. A. Lang of Chicago were called upon and responded briefly, expressing very great pleasure at being present, and reiterated the expressions of others regarding the hospitality shown to the various delegates. Mr. Lang took occasion to invite the members of the Lumbermen's Club of Memphis to make their headquarters with the Lumbermen's Club of Chicago when in that city.

#### Nashville Trade Visits Louisville

The recent visit of the Nashville Lumbermen's Club to Louisville was one of the most enjoyable events recorded in a long while. The Louisville Hardwood Club was the host of the Nashville men, and took the visitors in charge when they stepped down from their sleeper at seven o'clock in the morning, continuing the entertainment until midnight. The day's program included breakfast at the Seebbach Hotel: a visit to a number of mills in the southern part of the city: luncheon at the Louisville Country Club: the afternoon at the races at Churchill Downs: dinner at the Seebbach: the evening at Keith's vaudeville theater, and super at the Seebbach. The Nashville men indicated that they had had a good time, and are talking about arranging a trip to Memphis by both Nashville and Louisville clubs.

#### National Inspection for September

As indicated by the records of the National Hardwood Lumber Association, the Inspection department officially inspected and measured 15,679. 862 feet during the month of September, 1913, which is a slight reduction over the month of September, 1912, and about 2,000,000 feet less than were inspected during August, 1913. The total earnings of the inspection bureau for the month amount to \$5,282.94, and the expenses and salaries of the inspectors, including the chief inspector, were \$5,920.82, so that the work was conducted at an expense to the association of \$687.88.

#### Philadelphia Exchange in First Meeting

The Lumbermen's Exchange held its first monthly meeting after the summer suspension, in Griffith Hall, on Oct. 9, in the evening instead of the afternoon as heretofore, this arrangement having been made the better to accommodate the business men and so assure a larger attendance. The experiment so far as one can judge from a single trial, bids fair to prove a success. At 6:30 a supper provided by the favorite caterer of the exchange, Mr. Wiener, and of which the menu was as usual particularly tempting was served, and the augmented attendance gave it the appearance of a joylal social gathering. At 7:30 the meeting was called to order by President Benjamin Stoker, who announced that with the object of giving to these meetings in the evening a social as well as business character, the famous Kindling Wood Quintette, with John E. Howes, accompanist, would open the session with some choice selections of music, a feature unanimously approved. After this special treat the regular business was taken up. After the reading of the minutes of the previous meeting, Amos Y. Lesher, chairman of the Forestry Commission, made his report. Thomas B. Hammer, chairman of the committee repreenting the exchange at the Atlantic Deeper Waterways convention, then read an interesting report on the work which is being done in that direction, after which Robert C. Lippincott gave the boys a little talk on some of the experiences of the lumber business running back fifty years. showing the wonderful advance made from the increased facilities in this branch of industry. His description of the old crude logging and transportation methods of that time was very amusing. It is the feeling of Mr. Lippincott that lumbermen as a rule are a broad, honorable John E. Lloyd, president of the William M. Lloyd Company, then aired some very sensible ideas as to the right and wrong methods pursued by the present day lumbermen, and made some ingenious prognostications as to how the lumber business may possibly be conducted in the future. Mr. Lloyd possesses a teeming brain and his remarks were received with applause. President Stoker announced with pleasure that hereafter talks of this kind from the members and others would add to the attractions of these meetings. Frederick S. Underhill, S. Ashton Souder, John E. Lloyd and Amos Y. Lesher were appointed a committee to represent the exchange at the Fire Prevention Convention, to be held in this city from Oct. 18 to 18. After a few more selections from the quintette this meeting adjourned. The November meeting after the supper in Griffith Hall, will be held in the exchange room.

#### Plans for the Forest Products Exposition

A set of "Rules and Regulations" governing the Forest Products. Exposition, to be held in the Colission at Chicago next spring, has been issued by Geotice S. Wood, manager. This includes plans of the building, and suggestions for apportionment of space; an outline of the class of exhibits which will come within the scope of the enterprise; and the Items of exposition will open at 10 a. m. and close at 11 p. m. There will be an adequate system of telephones. No gasoline, alcohol or other explosives will be allowed in the building, and no smoking except as specially inverving.

A number of matters pertaining to the exposition were considered at the meeting of the committee at the Blackstone hotel, Chicago, Aug. 1.

Mr. Wood presented a detailed estimate of expenses and probable receipts, showing that with the amount of space available in both expositions practically all taken, the exposition will be more than self-sustaining.

A rate of \$1.00 per square foot for floor space was fixed by the committee, exhibitors to be assigned locations in the order in which their applications are received, the management reserving the right to assign such locations as may best suit the conditions.

A general admission fee of fifty cents will be charged. The experience most industrial expositions has shown the necessity of charging an admission in order to control the character of the attendance and avoid unprofitable overcrowding. Each exhibitor will be given one free ticket of admission for every square foot of floor space controlled by him.

As the United States Forest Service, whose participation is desired, has no funds with which to provide for the same, it was decided best to investigate the possibilities of securing a special appropriation, either as an item of the Agricultural Appropriation bill, or as a separate measure, to permit the Forest Service to make a creditable exhibit of the many features of its work, which are of general interest to the people.

#### Pavorable Report Northern Forest Fire Protective Association for Early September

Thomas B. Wyman, seep tarty-forester of the Northern Forest Protective Association, offers a favorable report for Aug. I to Sept. 15. The report states that while weather conditions have been as a whole favorable, nevertheless the period has been characterized by a dry spell which was, however, partially overcome by opportune rains. During this period seventeen fires were reported, covering approximately 800 acres of land, of which 680 were plains and slashings, and 120 acres second-growth and sparse stands, mainly of pine. While 40,000 feet of standing timber was more or less damaged by surface fires, there was no actual loss sustained.

The result of the vigilance on the part of the wardens is seen in the large number of applications for permits to burn brush.

One of the encouraging features of the association's work is that in a number of instances fires have been reported to the wardens after having been effectively put out by the party reporting the fire. This illustrates that the efforts for co-operation with woods travelers are becoming successfull. A few fires burned for a considerable time without being discovered.

The matter of issuing camp leases, mentioned at length in the last report, has gained considerable headway and is being generally discussed. It is interesting to note that several land owners who had at first opposed the plan have advised the office of change of attitude. The plan will become effective within the next few hunting seasons.

The association has entered into an extensive campaign which will provide suitable signs to guide the woods traveler into proper roads and paths rather than keep him in the woods over night when it becomes necessary for him to light a camp fire. This greatly reduces the number of camp fires, and hence the risk of forest fires resulting from them.

Regarding slashings, the report says that there is no safety to remaining timber as long as the huge tracts of slashings are not cared for. No satisfactory method of disposal has as yet been suggested, and the timber owners are exceedingly lax in carrying out a definite system of slash disposal.

If plans are properly laid and carried out, there is no doubt of the feasibility of burning slash with safety to adjoining property. This, however, entails supervision by a man expert in the work of slash disposal, and the association offers to operators the best talent among its wardens for this particular service.

The report also suggests two other uses, one being the destructive burning of slashings in retorts, with the idea of saving the ash and its by-products. Another is the use of this material in the production of brown paper, for which purpose it is not necessary to remove the bark, and hardwoods can be utilized as well as the softwoods.

#### With the Trade

#### Memphis Concern Opens Chicago Office

The VandenBoom-Stimson Lumber Company, prominent in manufacturing and wholesale circles of Memphis. Tenn., has just established an office in Chicago which will be occupied by its northern representative and salesman, E. R. Odie. This concern manufactures and does a wholesale business in a variety of southern hardwoods and makes a specialty of quartered oak for the manufacture of which it is unusually equipped as to experience. The stock which Mr. Odle will have to call upon will be an unusual guarantee to the trade, which he will solicit, as far as satisfaction is concerned.

Mr. Odle has had a varied and extensive experience in the lumber field and is well qualified to handle this business. He will cover Illinois, Wisconsin, Michigan, and probably later will enlarge his territory covering

more of the northern district.

The new offices of the VandenBoom-Stimson Lumber Company will be at 1608 Gibbons building, the new building adjacent to the Steger building, on Jackson boulevard between State street and Wabash avenue. The company's telephone number will be Harrison 2962.

#### H. F. Arnemann Starts for Himself

H. F. Arnemann has since the inception of the company been in charge of the veneer department of the Hardwood Mills Lumber Company, Monadnock building, Chicago. This concern handles northern and southern hardwoods in a very successful way and is considered one of the leading concerns in the local trade. Mr. Arnemann had entire charge of the veneer department and handled the stock from several large veneer mills. A week ago he severed his connection with the Hardwood Mills Lumber Company after due consideration and opened an office for himself at 522 Monadnock building. This change in policy will entirely separate him from his former business connection although he will probably handle about the same stocks that he has been handling in past years. Mr. Arnemann simply believed, as have a great many other men in the past, that he could better his position by taking up his work on his own responsibility. The change is in no way an indication of any lack of harmony between him and his former business associates. HARD-WOOD RECORD joins with Mr. Arnemann's many friends in the local trade in wishing him every success in his new venture.

#### Furniture Plant Moves to Little Rock

F. R. Slimmer of F. R. Slimmer & Co., Chicago, has recently closed a contract with A. C. Read, president of the Factoria Land Company, by the terms of which the Slimmer company will soon erect two large factory buildings in the new Factoria addition to the city of Little Rock. The buildings will each be 120 feet by 80 feet, and will afford more than 20,000 square feet of floor space.

F. R. Slimmer & Co. plan to move their entire plant from Chicago to Little Rock as soon as the new buildings are made ready for occupancy, which will be within ninety days. They will make various kinds of cabinets, giving special attention to the manufacture of kitchen cabinets and bookcases.

Mr. Slimmer, who has had several years of practical experience in this line, gives as his chief reason for coming to Little Rock that his operating expenses will be much less than they are at present. According to his estimate the company will make a saving from this source alone amounting to \$500 per month, and then he figures a great saving on the cost of material. At present he is paying \$2 to \$4 per thousand more for Arkansas woods in Chicago than he will have to pay for the same here. This is the first concern to be secured for the new Factoria addition.

The board of governors of the Chamber of Commerce has long since

The board of governors of the Chamber of Commerce has long since realized that Little Rock is destined to become one of the largest furniture manufacturing centers in the South. Its geographical location, its tributary territory and its closeness to the largest hardwood forests in the United States are bound to make Little Rock in time one of the leading woodworking centers of the country.

#### Large Mills Being Installed

The Tidewater Lumber Company and the Currier Lumber Corporation have built two sawmills and two stave mills in Wise county. Virginia, and the Indian Creek & Pound River railroad is being extended six miles across the Kentucky border into Virginia to furnish an outlet for the product of the mills. The region is rich in valuable hardwoods which will soon be brought within reach of market.

#### Winter's Work to Begin

The new Dells Lumber Company at Eau Claire, Wis., is ready to begin the winter's work and the mill will soon start cutting both hardwoods and softwoods. The logs have been coming in for some time. The company saws whatever comes in, but it makes a specialty of Wisconsin birch. The mill has been shut down for some months.

#### Uses of Lands in Italy

Italy's total area is 70.820,197 acres apportioned as follows: Unproductive 7.4 per cent, tilled land 45.4, pasture 25.6, vineyards and orchards 4.9, forest 16.2. This leaves 7.4 per cent unaccounted for, and it probably consists of water surface, towns and cities, and the rights of way of hishways and railroads.

#### Koreans Planting Trees

The almost treeless condition of Korea is rapidly changing under Japanese supervision. The natives have been taught tree planting and have carried it on with so much industry that many of the formerly barren hills are being covered with young growth, and large tracts of unproductive land are increasing in value.

#### Building a Band Mill in Virginia

A single-band mill and ten miles of standard gauge radiced are among the improvements announced for the immediate future by the Millborn Lumber Company, near Millborn, Va. The company was recently incorporated with \$50,000 capital. The mill will have its own electric light plant and waterworks. This company's officers are J. M. Murdock, president; E. B. Murdock, treasurer; H. B. Murdock, secretary and manager, all of Johnstown, Fa. which is the company's office address.

#### Dry Kiln Man Killed

H. E. Wofford, proprietor and manager of the Emerson Dry Kim Company, New York City, was killed instantly in an automobile accident near West Point, N. V. on Aug 12. He was on a business trip and was running the automobile which he had owned but a short time. Two boys found the wrecked machine and the victim at the bottom of a citif

H. E. Wofford was born at Woodruff, S. C., forty-three years ago. He began in the business of manufacturing dry kilns under the direction of the late R. B. Andrews who was manager of the Emerson company. When Mr. Andrews retired Mr. Wofford succeeded him at the head of the business, which under his management increased steadily. His long connection with the Emerson company made him very well known to the lumber trade of the eastern states.

The business of the Emerson Dev Kilu Company will be continued as formerly with Wm. Limpert as manager. Mr. Limpert has been with the company for twelve years.

The reports of the unfortunate occurrence this not give the name of the deceased and this, and the fact that Mr. Limpert left at once to accompany the remains to Woodruff for burial explains why the trade press were not informed of the accident

#### New Mills in Mississippi

Operations are under way for the erection of G. B. Merrill & Bro's new mill at Lake, Miss. The mill when completed will consist of two separate units, one for pine, the other for hardwoods. One side of the mill will be in operation in December, the other side later. At Meridian, Miss., the Usher Brothers have begun the erection of a planning mill with a capacity of 100,000 feet a day. It is part of the plan to build a hardwood mill, also to take are of hardwood stumpage recently purchased

#### Will Inspect Greenheart Timber

Clayton L Mill, who until recently was an expert on wood structure in the Forest Service, has gone to South America to inspect greenheart timber which has been bought in British Guiana for construction of lock gates at Panama. It seems that some doubt arose whether all the timbers offered were genuine greenheart or something else. It is said that a number of trees pass commercially as this wood which are quite different from it. Mr. Mill's mission to the forests where the logs are cut is to protect the government in its purchases by separating the true from the spurious greenheart. He is both a wood technologist and a botanist, and it will not be very easy for the timber contractors in Guiana to put anything over on him.

#### A Wisconsin Timber Deal

One of the largest lumber transactions in Wisconsin in recent years was consummated when the Charles W. Fish Lumber Company of Elchotook over the holdings of the estate of John S. Van Nortwick. The holdings consist of 4,000 acres of the finest timberland in Langlade county. Some of the best hardwood timber in the county is located on these lands, which are necessibly located, and most of the forties can be logged without the expense of building a railroad. The Fish company purposes to operate several big camps and cut from 30,000,000 to 35,000,000 feet within the next ten or twelve years. A large portion of the timber is hardwood. It will be shipped to the Elcho mill to be manufactured into high-grade lumber. The deal included the Sherry mill site at Koepenick. The purchase price was around \$60,000. The sale was the largest since the Chicago and Northwestern land was sold to the Oconto Company. The Fish company recently completed a modern hotel at Elcho. It is heated by steam, lighted by electricity, and has running water.

#### Wisconsin Concern Expands

The Wisconsin Woodworking Company, recently noted as being incorporated at Two Rivers, has consummated a deal whereby it acquired the property of the Two Rivers Manufacturing Company. The Two Rivers Manufacturing Company was founded by Aldrich, Smith & Co. in 1857. which was succeeded in 1860 by Mann Brothers of Milwaukee. The plant grew to immense proportions under the management of the latter during nearly half a century. About eight years ago the concern got into financial difficulties and the creditors unsuccessfully tried to operate the plant. J. F. Conant, lately interested in a woodworking plant at South Milwaukee. leased the plant from the receiver about six months ago and began operations with twenty-five employes. At present about one hundred men are employed. Mr. Conant and Two Rivers parties have now organized a new company and have acquired the properties of the defunct concern. The products will be pails, tubs, wooden specialties and baskets, the latter a new addition but familiar to Mr. Conant, who was formerly engaged in that line

#### Will Move Their Mill

The Van's Harbor Land and Lumber Company is reported to be about to move its mill from Van's Harbor to Ironwood, Mich., where a large traction of the way to the variety of the company of the way to mill the company of the company o

#### Large Timber Tract Purchased

A tract of 75,000,000 feet of hemlock and hardwood timber in the Ontonagon valley, near Ontonagon, Mich., has been purchased by John M. Thompson, Menominee, and Frank A. Spies, Detroit, Mich., who compose the Spies-Thompson Lumber Company, Menominee. The timber is of virgin growth and is conceded to be very fine timber. The company proposes to build a railroad to log the same and ship the logs to Menominee. The transaction will provide enough logs to prolong the life of the Spies-Thompson mill for several years. The price puld is said to have been 8250,000.

#### To Operate New Spoke Factory

An additional spoke factory will soon be in operation near Strongs, Miss., under the management of the Cookville Veneer Company. The machinery for the plant is about ready to set in place. The product will consist wholly of automobile spokes. The company has a spoke mill which has been at work some time, and the new installation will greatly increase the output. The head office is at Cookville, Ten

#### Stack Lumber Company Incorporated

The Stack Lumber Company has succeeded the Escanaba Lumber Company, which concern for years operated a mill at Masonville, Mich., and maintained its headquarters at Escanaba. About two years ago the plant of the Escanaba Lumber Company was destroyed by fire and since that time the company has been dormant as far as active operations are concerned. The new concern has the same officers and stockholders as the Escanaba Lumber Company, namely: President, John K. Stack; vice-president, J. K. Stack, Jr.; treasurer, Richard B. Stack; secretary, Henry M. Stack; assistant secretary, William J. Casey.

. The company has increased its capital stock to \$1.500,000, \$1,000,000 of which is common stock and \$500,000 preferred, the latter being owned by John K. Stack, who made a cash investment of \$500,000 in the business.

Plans are being perfected under which a double band and double resaw or a double band and gang mill will be erected at Pike Lake or Masonville. The company owns an excellent mill site on the Little Bab de Noquet at Masonville and at the latter point also owns a hardwood

flooring factory which, however, has been shut down for some little time. The Stack Lumber Company owns approximately 90,000 acres of time-berland in northern Michigan and fifty-five miles of standard gauge rall-road running into the timber. It is planned to erect a planing mill in connection with the sawmill and possibly a chemical plant will be erected at such time as it is demonstrated that it can be run successfully

#### Opens Yard in East for Pacific Coast Woods

A. C. Dutton of the A. C. Dutton Lumber Company, Springfield, Mass., has closed a deal for a tract of land in Poughkeepsie, N. Y., which he will convert into and use as a wholesale distributing lumber yard. It is the plan of the company to equip the premises specially for carrying a large assorted stock of Pacific coast lumber and shingles. This new venture is a direct result of and in anticipation of what the Panama canal will mean in the matter of handling Pacific coast lumber in the eastern and New England territories. Work on the premises is now being done and the yard will be ready for operation with the opening of the canal. The property has any area of about twenty acres providing space for storing upwards of twenty-five million feet of lumber. It has a frontage on the Hudson river of about 2,000 feet with ample docks and deep water which will take care of the heavy draft vessels. The purchase price and improvements now under way and contemplated repersent an investment close to two hundred thousand dollars.

#### West Virginia Plants Completed

The Suthill Lumber Company's mill at Marsden, W. Va., has been completed and has commoned operations. Several miles of loggan; reads have been constructed and two trains a day will supply the mill with logs. A large mill near Albrights, W. Va., owned by Wilson & Caffey, has been finished and will soon be in operation cutting a large body of timber located on the Cheat river in Preston county.

#### Panel Company Increases Flant

The Pract's Veneur Scatting Company, Ltd. Sheovern Wes wedels known as manufacturer of railroad and depot scattings, settless, car cellings, chair scats and all kinds of built-up veneered wood, announces that its new warehouse, while not yet completed, is under cover and partity occupied. The construction of this building has been going on for some little time, the company having planned to use it for storage purposes and also for the housing of its veneer driers, while the front part of the lower floor will be used as a shipping room. The manufacture is 90 x 180 feet, being of two-story brick construction, while there is a one-story brick addition 28 x 61 feet.

#### Pertinent Information

#### Rates Equalized

A decision of the Interstate Commerce Commission rendered last week definitely settles the long standing controvers, between New York and Boston relative to infinal rates on imports from foreign markets. The commission's decision places the two ports on an equal footing as far as western shimments on imports are concerned.

#### Car Figures

Statistical bulletin assured by the American Railway Association of Chicago on Oct. 22 gives the usual car surplus and shortage figures on the various roads of the country. According to the bulletin, the total surplus on Oct. 15, 1913, was 37,198 cars as against a surplus on Oct. 10 of 41,994 cars. The surplus on Oct. 10, 1912, however, was but 22,810 cars. The total shortage on Oct. 15 of this year was 43,246, as against shortage on Oct. 1 of 31,620. The shortage on Oct. 10, 1912, was 54,838. A comparison of the figures for Oct. 1 and Oct. 15 of this year

A comparison of the figures for Oct. 1 and Oct. 15 of this year covering both surplus and shortage would indicate a satisfactory increase in the total volume of shipments, inasmuch as there was a decrease in surplus amounting to approximately 4,000 cars and an increase in the shortage amounting to about 12,000 cars. On the other hand, according to the figures presented, there is indicated considerably less activity during the early part of October, 1913, as compared to a similar period in October, 1912, as the total surplus increased by 15,000 cars from Oct. 10, 1912, to Oct. 15, 1913, and the shortage decreased by 11,000 cars. This apparently unfavorable report is probably accounted for in a degree by the more favorable distribution of shipments of farm products this year than prevailed last year. It is not necessarily an indication of slacking in trade but on the other hand can be looked upon as comparative proof that no serious car shortage will be felt this year.

#### Increased Railroad Rates Filed

Railroads belonging to the eastern and central freight associations that the Interstate Commerce Commission on Oct. 14 and 15 proposing a flat increase of five per cent on all freight rates, except in some instances, those on coal and grain. In accordance with an arrangement between the railroads and the commission, the new rates were filed by the closing of business on Oct. 15.

The proposed advances was at once suspended. In most instances the roads themselves inclosed slips with the tariffs voluntarily suspending the increases until the commission shall have had opportunity to pass upon their reasonableness.

Commissioner Harlan, who will have general charge of the proceedings, has announced that he will endeavor to arrange for at least a pre-liminary hearing about Dec. 1. It is improbable that a decision will be reached before next spring.

The roads proposing the increase number fifty-two, operating north of the Ohio river, and the changes in the rates mount up into the tens of thousands. The tariffs, representing an expenditure on the part of the roads of about \$300.000, have been forwarded to the commission by mail, express and special messengers. In aggregate bulk there will be considerably in excess of a half carload.

This action on the part of the railroads created no surprise. It was well known that they intended to ask for permission to increase their rates, on the grounds that they have not been making amough money to carry on their business properly.

#### Old Rates Continue from Arkansas to Louisiana

J. H. Townshend, general manager of the Southern Hardwood Traffic Bureau, has just returned from Kansas City, where he went to attend the hearing before a special examiner of the Interstate Commerce Commission involving proposed increases in rates on hardwood lumber shipments from points in Arkansas and Louisiana to destinations in Missouri, Illinois, Iowa and Minnesota. The officials of the railroads which were a party to the proposed advances and the Southern Hardwood Traffic Bureau reached an agreement whereby the old rates would prevail so far as all members of the Southern Hardwood Traffic Bureau are concerned. The representatives of the bureau believed that they would be able to make such a strong case against the proposed advance as to prevent its effectiveness, but they did not contemplate such a complete victory over the railroads as indicated by the foregoing. Mr. Townshend was the principal representative of the bureau at this hearing. The Baker Lumber Company, George C. Brown & Co., the Fee-Crayton Hardwood Lumber Company and several other prominent firms in Arkansas and Louisiana are the direct beneficiaries of the compromise.

#### Building Operations for September

After the unfavorable report of August building operations, showing a decrease of 33 per cent as compared with August last year, the report of September building operations, shown in detail below, looms up splendidly. The statements from 69 cities received by The American Contractor, Chicago, reach a total value of \$56,749,572, as compared with \$505,528,939 for September, 1912. The gain is less than one-half of one

per cent, when compared with a year ago, but the surprise is that there is any gain at all. In 26 cities there are gains. The Duluth increase is 454 per cent; that of Grand Rapids 496 per cent; while Troy distances all other cities by a gain of 1,355 per cent. Other cities making excellent showings include Spokane, 217 per cent; Syrause, 268 per cent; Toledo, 100 per cent; St. Joseph, 104 per cent; St. Paul, 90 per cent; Philadelphin, 36 per cent.

For the nine months ended September 30 the tabulation is encouraging. Returns from 63 cities show that building permits issued during that period totaled \$583,349,016, compared with \$586,670,736 for the first nine months of 1912. This is a decrease of only 1 per cent. In detail the figures are as follows:

figures are as follows:				
City Sept	1913	Sept. 1912		Loss.
	3,645	335,650	17	
Atlanta 38	4,723 5,237	568,587		32
Burninghan. 94	2,099	669,760	21	48
Boston	3.875	470,262 2,145,755		60
	4,323			917
Buffalo 82	1,000	838,000		1
Cedar Rapids 25	\$ 000	330,000		22
Cedar Rapids 25 Chattanoga 5 Chicago 77,85	0,120	53,815	_	7
Chicago 1,85	5,920 D 186	7,210,900 699,340	9 24	
Cleveland 194	9.545	1,379,315	41	
Columbus 47	3,195	513.025	4.4	8
Dallas 40	9,925	351,225	34	
Dayton	7,955	332,225		67
Denver	5,490 . 7,750	331,600 139,150		11
	6,855	1.841.800	ii	8
	3.897	85,408	454	
Evansville 21	1.632	181,271	17	
Et Wayne 27	8,355	352,640		21
	3,350	264,130	496	- 11
Harrisburg 8	8,800 9,421	101,050		17 16
Indianapolis 67	5.504	437,530 1.000.540		82
Kansas City 67	6.695	959,774		29
Lincoln	4,050	101,650	2	
Los Angeles 1,74	8,665	2,310,517		24
	7,170 1.015	330,970	°ė	10
	8.355	147,386 644,515	В	55
	4.509	803,889	9	
	9,650	1,211,075	20	
Nashville 4	9,930	84,144.		41
	1,526	708,625		21
	3,880 6,769	325,765 211,170		25 11
New York—	0,100	211,110		11
Manhattan 6.38	6,568	7,735,740		17
Brooklyn 2,40	5,750	3,290,823		26
	1,096	2,020,815		61
	3,414 6,424	13,047,378		29 46
Omaha	4,580	476.050	* *	13
Paterson 5	4,215	126,119		57
Peoria 14	2,245	244,680		42
Philadelphia 4,36	3,955	2,798,700	56	
	4,790 3,226	1,343,749 969,936	7	13
Rochester 84 St. Joseph 7	7,120	37,711	104	10
St. Paul 91	0.908	479,646	90	
St. Louis 1,18	0,809	1,248,763		5
Salt Lake City 14	2,937	226,375	11	37
San Antonio	6,128	151,592 1,783,145	16 27	
San Francisco 2,27. Scranton 7	3,723 1,420	152,110	41	53
Seattle	2,885	607.870	14	
Shreveport 7	4,573	86,590		14
	0,085	126,970		21
South Bend 6	0,028	60,725	217	1
	9,115 2,385	214,515 181,435	211	7i
Syracuse 1.43	7,103	390.820	268	
Tacoma 15	7,842	282,840		44
Toledo 67	2,489	336,605	100	
	6,005	96,110	21 1.355	
	0,600 0,886	63,280 841,127	1,800	12
Wilkes-Barre 13	3,053	175,298		24
	1,619	666,902		39
		E0 500 000		-
Total\$56,74	9,572	56,528,939		

#### Hearing on Louisville & Nashville Switching

The much debated question of the switching regulations of the Louisville & Nashville Railroad in Louisville will be decided by the Interstate Commerce Commission in the near future, as the taking of evidence has been set for October 28 in Louisville. Lumbermen are particularly interested in the result of the case, which is being pushed by the Board of Trade. The Louisville & Nashville has refused to accept for switching to industries on its lines cars originating from competitive points, or which could have been delivered to the Louisville & Nashville at a junction point. This attitude is regarded as arbitrary, and shippers in all lines hope that the commission will see fit to require an amendment.

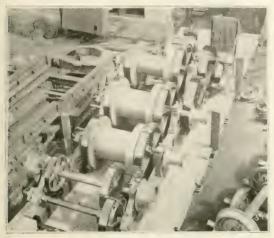
#### Perfecting Fireproof Shingle

The Wisconsin Forest Product laboratory at Madison is conducting an interesting scries of experiments to make wooden shingles fire-resistant as a solution of the inhibition against the use of the ordinary shingle made by a number of cities throughout the country. The question of fireproof shingles is agitating the lumber trade and the finding of a commercially available process will be of immense importance. The laboratory has succeeded in making shingles fireproof by the use of chemicals, such as sulphate of ammonia and phosphate of ammonia, and placing shingles in solders and subjecting them to pressure, thus forcing into them these fire-resisting substances. The laboratory has succeeded in producing a fireproof shingle by this process at a cost of fifteen dollars per thousand and is now working on reducing the cost of operation.

#### Giant Electric Clam-Shell Outfit

The city of New Westmanst r B C, has purchased an exception of large 150 hersepower charge reist for operating a carn state backet on departure.

The horst has trace drains strate of according to the "was trial type, and is also equipped with it of the V all whose swings." Vidence have eight to much struces the models drain and the 'flaid to me agod to twanta ton inch. A secretar, is of east stref, the meto, pure a model intermediate gears having cut teeth with special dust-proof casing. All drum gears are pressed on their shafts. Specifications call for a pull of 15,000 pounds at 250 feet a minute on a twenty-four-inch drum. Each



AN UNUSUAL ELECTRIC HOIST

with ratchet and pawl. The length over all, including swinging gear, is twenty feet; width over bearings of holst is sixty-six inches; weight of holst alone is 35,000 pounds. With operating system this is increased to 38,000. The 150-horsepower motor is a three-phase, sixty-cycle, 220 rolts induction motor with outboard bearing bolted to bed extension. It develops 720-700 revolutions per minute. The controller has a contactor panel which automatically throws in the resistance, making it impossible to start the motor above a safe speed.

In addition to foot-brakes, the hoist is equipped with the Clyde patent automatic mechanical brake. This brake is mounted on the end of the Intermediate shaft; its function is to prevent backward rotation of the gearing in the event of an interruption to the current.

The outfit was made by the Clyde Iron Works of Duluth for Taylor & Young of 513 Pacific building, Vancouver, B. C., from whom it was ordered by the city of New Westminster.

#### Somewhat Primitive Conditions

The Turks and Caicos islands, a small group constituting a British colons in the West Indies north of Santo homings, do not present a premising outlook to business men who are seeking to extend trade in that quarter. Though the colony contains several thousand inhabitants, a recent report says "no building is in progress." There are no hotels, barber shops, dentists, running water, gas works, telegraphs, telephones; no cattle, only an occasional horse, few wheeled vehicles, except wheelbarrows. There is no fruit, no vegetables, no fresh meat, no coal, no ice, no fuel. The report, which is made by U. S. Consul Charles Forman, who is stationed on the Islands, adds. "The islands are not prosperous." The only industry is salt making by evaporation of sea water by sun heat. The white in habitants number 280; the others are negroes.

#### Ozark Cedar for Germany

Cedar from the Ozarks is not only going into penells used in America, but the wood is being sent to Europe in large quantities for the making of penells there. The mills of the American Lead Penell Company are now making quite extensive shipments of cedar logs, properly seasoned and dressed, for Hamburg, Germany. The logs are carefully hewn and seasoned at the mills before starting on their voyage across the sea. The cedar trees are cut on the vast tracts of that company's leased land in Tancy and adjoining counties of Missouri, and also in northern Arkansas. They are allowed to lie on the ground until well dried and then are left at the mill and after proper drying are sawed into shipping lengths. They are then allowed to season in the drying rooms of the mills until they can be shipped without danger of warping on their long royage. It is usually two years between the time of cutting and the time of arrival at European poets.

#### Contracts Should Be Signed

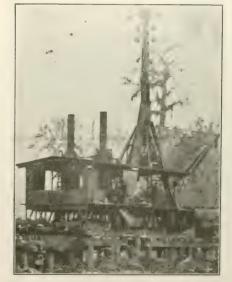
Trade to the necessity of a signed contract in order to hold the buyer. And it should be borne in mind that where the satesman calls upon a strength of the satesman calls upon a strength of the satesman calls upon a line itself is insufficient to hold the buyer upon his recision or refusal to accept the goods, unless the latter has actually received and necepted the goods so sold, or paid some earnest money to bind the bargain. This follows:

"No contract for the sale of goods, wares or merchandise in the sum of (the amount varies in different states) or upwards shall be allowed to be good unless the buyer shall actually receive and accept part of the state of the

From the above it will be seen that unless the buyer subsequently confirms an unwritten contract, either in writing or by some act, such as an actual acceptance of the goods or an act of ownership exercised over them, the seller cannot enforce his contract of sale. The statute is in lorce in practically every state and has been upheld by the superior courts on many occasions,

#### A \$30,000 Skidder

\$30,000 for a log skidding machine? Who bought such a machine? Why was it purchased? Why was it builts such a log skidding machine a good investment? Everybody knows Francis Beidler, the president of the Santee River Cypress Company as a man that is always "from Missouri" and is always wide awake to new and improved machinery for logging or milling. He was the buyer. The Lidgerwood Manufacturing Company was the builder. The machine is not a new development even. It is a duplicate in design of two that have logg, in or for three cars. Lad answer the gress.



A 800 000 SKIDDIE

tions better than anything else it does pay to masst \$30,000 for all overload cool-way skidd t provided voin beging problem is at all similar to M: Beidler's problem. A picture of the skidder is shown here.

This is commonly known as the "Battleship Skidder." It is really two skidders in one, a duplex skidder, it can pleas. It has two because and two englines and two enbloways and a loading boom that swings two ways. Some of the logs they lift with it weigh twenty tons each. The catios each ran out over a thousand test. They pull in whole trees. The logs are lifted by a powerful loader and dropped on the cars. These cars pass under the machine and between the logs supporting the skidder. The timber is in the swamps by the side of the Santee river. The swamps are flooded several times a year. To give a continuous supply of logs at the mills, it was essential to build the railroad on piling throughout the forests; build it high enough to be higher than the highest water,—and it paid. If it had not puid it would have been changed long and Many suggestions have been made for eneager apparence.

They have all ocen tried. They have been discarded. "Battleship Skidder" has won its place by sheer merit and the placing of an order by Francis Beidler for \$30,000 for a duplicate of those he had used for three years, speaks volumes

#### Chicago Wireless Station Contemplated

The Navy Department contemplates the erection of a powerful wireless station at North Chicago to match that at Arlington, Va., which is one of the most powerful in the world. Its principal tower is 600 feet high, and Its range under favorable conditions extends to the Pacific ocean and an equal distance in all other directions. It is understood that the contract has not yet been let for the Chicago station, but announcement that it is in contemplation was made in the Consular and Trade Report of Oct. 2.

#### Press Comment on American Forest Trees

"Timber," published in London, England, makes the following review of American forest trees

Timber, published in London, England, makes the following review of American forest trees.

Some months ago we mentioned that a book on American forest trees was in process of preparation. This work, which proves to be a very valua hie addition to our library, was written by H. H. Gibsen, the editor of Harpwoon Kreone, and edited by Hu Maxwell, the wool utilization expert. The matter contained in the work has taken up considerable time of the process of the property of the process of the process of the property of the process of the product of the process of the product

woods themselves, as to softwood class.

The book, which is thoroughly well bound in dark green leather and cloth, is offered at \$6 net, prepaid, and is well worth the money. Copies may be obtained by applying to Hardwood Record, Chicago, U. S. A.

#### Peanut Hulls and Sawdust

Lumbermen interested in saving all mill waste that is possible, have pushed sawdust wherever there seemed to be a chance of finding a market for it. One use was found in tin plate mills where sawdust is employed in cleaning the product. Now comes a Virginia peanut grower with a preparation made of ground peanut hulls, and claims that he has something better than sawdust for clearing tin plate. Bran is sometimes employed for this purpose.

#### Shrinkage in Hardwoods

It is well known that some woods shrink much more than others while seasoning. Few show less effect of shrinkage than mahogany, few show more of it than eucalyptus. Down in Louisiana some practical men have been investigating the behavior of woods of that region and the conclusion seems to be that chinquapin oak (locally known as pin oak) shrinks less than any other when used as axles for log wagons. Teamsters frequently cut a green stick, hew it in shape, put the irons on it, and supply a broken axle. It never shrinks sufficiently to loosen the irons, according to the testimony of teamsters. Osage orange or bodark is known as a wood that shrinks and swells very little. Wagon felloes made of it stand so well that tires never become loose, no matter how hot and dry the climate may be. However, it cannot be said of any known wood that it will not shrink and swell. All that can be claimed is that some obey such changes in a much less or a much greater degree

#### Sawmills in Holland

The densely populated agricultural country of Holland is not a region where many sawmills or large lumber yards would be expected, yet according to a late report by an American consul at Scheveningen there are about 380 active sawmills in Holland, many of which have large lumber yards. The motive power is steam in most instances, but not in all. One lumber center which has twenty-five sawmills has six which are operated by wind power, and nineteen by steam. Five thousand persons in that country are employed by sawmills.

In 1833 there were only 417.671 acres of forest in Holland, but the area had increased in 1910 to 642,965 acres. All sandy soils, not worth much for pasture and field crops, are being gradually planted to commercial timber. In spite of its small wooded area, Holland is actually exporting rather large quantities of its own timber to Belgium and Germany for use in the mines. In 1911 the country exported 1,469,603 tons of timber, equivalent to approximately 730,000,000 feet, but it was not all grown in Holland

The Dutch are natural lumbermen. They were once the greatest timber merchants in Europe. When they established the Manhattan colony (New York) one of the first public enterprises was to build a wind mill to saw

#### Turkey to Build Houses

Turkey is undertaking an important enterprise which may mean a market for American lumber; but whether it does or not, it is a movement which will be watched with interest. The Balkan war drove many thousand Turks from their farms in Macedonia and other European provinces of the Turkish empire, and they fled into Asia Minor. of them carried nothing with them, and are homeless and destitute. Such things have often occurred in war, but generally the unfortunate refugees have been left to shift for themselves. The Turks are about to give a lesson in civilization which will be worth learning.

Large areas of vacant land suitable for farming belong to the Turkish government. The refugees will be settled on these lands, and 40,000 houses will be built for them by the government. They will also be supplied with agricultural tools and oxen to enable them to begin life

The current reports that the Balkan allies depopulated large areas of conquered territory seems to have pretty good foundation in fact. Turkey would not build forty thousand houses unless they were needed.

#### Back to Wooden Ships

Steel is getting its bumps no less than wood, and the latest knock comes from some of the shipowners of Australia. Along the coast south of Sidney, where vessels are liable to receive rough usage on account of the condition of some of the harbors, the owners are seriously considering going back to wooden vessels, and two have already been ordered. The elasticity of wood enables ships of that material to stand rough usage which will soon put a steel vessel out of commission. Wood may not be so strong as steel, but in certain situations it will stand more.

A peculiar situation has come to light in connection with the contract for building the wooden ships in Australia. It has developed that timber suitable for ships is scarce in that country and hard to get. This will come as a surprise to most people, because it has generally been supposed that if Australia had plenty of wood for any purpose, it was for shipbuilding. A great deal has been written about the various elms, mahoganies, teaks, eucalypts, and numerous other hardwoods of that country; but it seems that when chough is wanted to lay Gown the keels of a couple of ships, there is trouble in finding it. The Australian shipbuilders can take comfort in the knowledge that the United States has large amounts of the highest-class ship timber on earth and will gladly furnish all that may be needed.

#### What Is Legal Tender?

The London Timber Trades Journal lays down some simple rules as to what constitutes legal tender, and the same rules will apply, with slight modification, in this country, because the common law here is about the same as in England.

When a merchant, in attempting to settle an account for freight, as to the exact amount of which there is a dispute, has his check refused and returned to him, or when the relations between the parties are such that it is possible that a check, if sent, will be thus ignominiously treated, the merchant should lose no time in making a formal tender of the amount which he admits to be due. If the tender is not made, and the shipowner brings an action for balance of freight, the merchant will, in respect of the sum admitted due, have to pay the costs of any suit the shipowner may take. As to the form of the tender, and the manner in which it shall be accomplished, strict rules prevail. In the first place, the payment must be of the whole debt. A tender may, of course, be made of a larger sum of money than the amount of the debt, but the debtor must not demand change. In the second place the payment must be in legal tender. In each case the money must, of course, be in the current coin of the realm. Having made up the requisite sum in this manner, so that it will not be necessary to ask for change, and preferably accompanied by a witness, he will proceed to the shipowner's office,

or if already authorized to settle the freight with his agent, then to the shipbroker's office. Here it is necessary that the money should be actually produced, the law attaching much importance to the production under the quaint idea that "the sight of it may tempt the creditor to yield." creditor may, however, dispense with the production; but as the point as to whether the conversation amounted to a waiver of production or not is generally afterwards a cause of dispute, it is better not to leave such a question open. Furthermore, the tender must be unconditional, and to make a tender accompanied by a demand for a receipt in full is to invalidate the tender. In one case a debtor said, "If you will give me a stamped receipt, I will pay you the money," and he pulled out the money as he spoke. The tender was, however, held bad for the condition. Where a tender has been made and it is refused it should be noted that it does not operate as a discharge of the debt, and the debtor must still remain ready and willing to pay the debt. The effect of the tender is to put the plaintiff in any subsequent proceedings in the wrong. "He is exposed," says a notable legal writer, "as the litigious oppressor, while the defendant stands forth as the virtuous citizen, who has all along been ready and anxious to discharge his liabilities.

#### Old Wooden Water Pipes

For years past old wooden water pipes have been dug up in various parts of Loudon. They date from a period long before the employment of iron for such pipes. The logs were bored, and preceded the modern store pipes. They are in various states of preservation, and it is proposed to place samples in the British Museum. Some of them have come down from the eighteenth century. It appears that they have not been in active service for many years.

#### Looking Backward

On general principles there is not much to be gained by looking back, but it is sometimes encouraging because it enables us to see how far we have come. One of the earliest reports of the exports of forest products from this country was that compiled in 1806 by Albert Gallatin, at that time secretary of the treasury. The whole report did not exceed a dozen lines, and three of the items, constituting nearly half of the whole annual exports, are not now listed as products of the forest. These items were ginseng, ashes, and skins and furs. The complete list of exports for that year was as follows.

Oak bark and other dyes\$	42,000
Ginseng 1	39,000
Naval stores 4	109,000
Skins and furs 8	341,000
Ashes 9	35,000
Lumber, boards, staves, shingles, hoops, poles, hewed	
timber, and masts	95,000
_	
Total\$4,8	61,000

Ginseng is still an important article of export, and it has yielded a large income from the first up to the present. It has always gone to China. The largest supplies have come from the mountain region between New York and Georgia.

Skins and furs are still exported, but not as forest products. Ashes have practically disappeared from the export trade. They were formerly valuable for soap making, but now the demand comes from manufacturers of fertilizers. The export of lumber has grown steadily from that time till this, with occasional variations. The annual export of naval stores is thirty times as much now as in 1806.

#### Red Gum in Syria

Red gum from Memphis, Tenn., and other southern markets, is finding its way slowly but somewhat surely into the cities of Asiatic Turkey, where it is in demand for furniture making. Five months or more are required for the delivery of the lumber after it is shipped. That is because direct transportation is not to be had. Some of the lumber first goes to Egypt where it passes through the hands of a middleman before it is forwarded to its destination, and other has a still more circuitous route, and first makes the journey to Bremen or Hamburg, and from there is transshipped to its destination.

The demand for furniture lumber in the cities of Syria is not large but is growing. Imports of ready made furniture are small. The natives prefer to have the manufacturing done at home. Skilled workmen are paid 8½ cents a day in the furniture factories or shops. The climate is dry and roads are very rough. Furniture will not stand many or distant moves. The principal demand for it is in the cities among the better class of people. In remote country districts the small quantities of furniture in use are made of native woods, but in the coast cities dealers are anxious to use American woods.

#### Little Pianos Preferred

A trade report states that American planos find an unfavorable market in India, because they are built too large and high to make them popular with local customers who belong chiefly to European migratory classes. The main requisite for pianos in India is easy portability. Most of the purchasers are officials connected with the Indian military and civil service and members of the foreign mercantile community, very few of whom have intentions of permanently residing in the country. Such persons are frequently obliged to shift their residence in accordance with instructions they may receive almost any time. Naturally, therefore, they prefer planos which can be moved about without undue expense

or damage and which could also meet with a ready sale in case of leaving the country altogether. Such persons consider planos not as investments, as they often do in other countries, but only as temporary means of amusement. The planos desired are the cheapest makes possible consistent with good ione, and no planos are wanted which are more than four feet high.

#### Tupelo Flooring

Another bit of evidence to prove the merit of tupelo for durable flooring in exacting situations is contained in a recent letter from Place Bros., dealers in wholesale lumber, in Boston. They say: "You may be interested to learn that this floor has not changed shape since it was laid three years ago; that it has withstood the wear in a retail lumber yard office; that it takes a nice polish and appears satisfactory. The entire floor was absolutely clear of knots and stain."

#### Soap from Horse Chestnuts

The soupy nature of the kernel of the horse chestnut has led investigators to search for a way to utilize it in removing dirt and grease from textiles. Several methods of extracting this soapy substance have been patented. The kernel is said to contain about 6.6 per cent of a pair-yellow oil similar to almond oil. After this has been extracted the residue, treated with diluted alcohol, yields an extract containing about fifteen per cent esculic acid, a saponaceous substance that has excellent lathering and cleaning properties. Profitable uses have also been found for other parts of the horse chestnut. The shell is rich in tannin, and may be used in preparing an extract for tanning leather. The material left after the oil and soap have been removed can be made into a white starch. When treated with cold water to remove the bitter taste it is suitable for food.

#### American Saws in Australia

Some of the Australian woods are nearly as hard as bone and where such timbers are handled, it is useless to equip a sawmill with any saws except the best. Little appears to have been said in this country on the subject of breaking into the Australian market, but American manufacturers have not been idle, as may be judged by a protest lately made in England that the saw market of Australia is being captured by Americans. The English naturally feel that the Australian market ought to belong to the home country; but the only way to hold a market is to give better goods or lower prices than competitors. When the Americans not only furnish better saws than all rivals, but at lower prices also, it becomes a hard game to beat.

A London paper comments on the situation, and offers the following advice to English saw makers:

"With all due deference to the makers of American saws, Sheffield productions can well hold their own. There is, however, one thing that we should like to impress upon members of the trade in Sheffield—that the Americans generally are very progressive as regards finding business; they know the benefits of advertising, and that sales of goods on their merits, though steady, are not so quick as when pushed by the catchy advertisement and the energetic man of the road. The worlds Sheffield steel have a true ring about them, and are known the world over, but it does not necessarily follow that the world will run to Sheffield; the town must sustain its reputation by advertising and by continuing to send its ambassadors of commerce throughout the world."

#### Utilizing Sanding Dust

It would seem that the fine sanding dust resulting from the manufacture of handles, wagon stock, etc., should find some profitable use. Users of wood flour say it is not suitable for their purposes, as it is too hard and coarse. Manufacturers of dynamite and of linoleum use considerable quantities of wood flour but to meet their requirements the flour must be extremely fine (200 mesh) and made from a light, absorbent wood, such as spruce or pine.

Wood flour for use in making marbicized fiber, however, need not comply with such exacting standards, and it is possible that the sanding dust of hardwoods might be used for this purpose. Manufacturers of such products claim that they have tried wood flour made in this country and find it unsuited to their needs. There is reason to believe that they obtained an especially low-grade product and it seems that no valid reason exists why we should have to import this material.

One use for hickory sanding dust is for polishing jewelry, but, of course, the amount consumed is very small. Another use that offers good opportunities is in making floor cleaner. Fine sawdust as well as wood flour is used in making this product.

#### Harvesting Ties in the Ozarks

The St. Louis Globe Democrat in a recent issue contains a rather intersting story of the evolution of the tie in the Ozark mountains. This well-written article describes the process of cutting out the ties of both the sawed and hewn variety from the rugged mountain country in the Ozarks. According to the report, the buyers and inspectors estimate that Missouri will market 4,000,000 or 5,000,000 ties this year. The Ozark ties are of black oak, white oak and pine, and are coming by river and by wagon from the various towns along the Ozark mountains. The drive is just ending at Van Buren. Mo., which brought out about 150,000 ties from the head-waters of the Current river. With those the town of Van Buren will ship about 500,000 ties for use on the Frisco and Iron Mountain railroad this year.

In describing the process of cutting them out the article says that they are cut and then hauled or "snaked" to the river bank and piled waiting to be cast into the river. Then when the drive commences the inspectors and buyers check the ties. They are branded with the buyer's mark, the seller's mark and the cutter's mark, a painted circle, a cross, an initial or an odd-shaped figure at the end. As the drive nears the tie pile a chute from the bank is leveled off. In some cases these chutes are on a great level, one being 400 feet from the log pile to the river. The key log is knocked away, and the ties slip down a chute and hit the water, either floating free or dumping on some shoal or other obstruction.

Prices ranging from thirty to thirty-eight cents are paid for ties on delivery at Van Buren, Mo. When they are bought on the river bank an allowance is made for driving charges and the purchase price is from five to fifteen cents less. About 2,700 ties are used to the mile on ordinary railroad construction.

#### Still Plenty of Timberlands in Northern Michigan

A report containing a map of a portion of Wexford country, Mich. prepared by an employee of the Michigan Hardwood Manufacturers' Association, shows that the timberland area patrolled by this one man covers 120,000 acres. Of this 30,000 acres are still uncut and are owned by a lumberman

#### Austrian Government Sells Ties

The government of Austria sells 1,500,000 ties annually, which ties are cut and finished up in the National forest reserves. The practice in the United States is well established of selling standing timber and downtimber on the forest reserves. It would seem that the example offered by the administrators of the Austrain National forests might possibly be followed here with profit.

#### Jamaica's One Sawmill

An American firm has built a sawmill in Jamaica which will soon This is the only sawmill on the island, and it will begin operations. have a capacity of 10,000 feet of lumber and from 5,000 to 10,000 The mill is located at St. Margaret's bay, seven miles shingles a day. from Port Antonio. It is proposed to saw mahogany (Swientenia mahagoni), Spanish or West Indian cedar (Cedrela odorata), mahoe (Hibiscus elatus), greenheart (Sloanea jamaicensis), bullet (Dipholis montana), satinwood (Fagara flava), ebony (Brya evenus), and lignum-vitae (Guaiacum officinale), for export and local consumption. To meet local demands for lumber for building purposes other timber may be sawed. Shingles will be made chiefly from cedar. As there is not much timber in the immediate vicinity of the mill it may before long have to depend on timber brought by the railroad to the station, quite near the mill.

This mill offers to cabinet makers and furniture manufacturers in the United States an opportunity to test the value of some of the fine woods of Jamaica.

#### Hardwood News Notes

#### ———≺ MISCELLANEOUS ≻——

The B Line Furniture Company of New York City recently became a hankrunt

It is announced that the Bohon Buggy Company will start business at Harrodsburg, Kv.

The Dione Lumber Company of Bristol, Tenn., was recently incorporated with \$15,000 capital stock.

O. H. Keller Chair Company of Marion, Ind., has been succeeded by the Marion Chair Company.

The Rush Box & Furniture Company of Hawkins, Wis., has increased

its capital stock to \$35,000. The Fletcher Manufacturing Company recently began the manufacture

The Kingston Wood Work Company of Kingston, N. Y., recently filed an involuntary petition in bankruptcy.

of furniture at Nashville, Tenn.

The Jasper Furniture Company of Jasper, Ind., recently changed its name to the Jasper Desk Company.

The Champion Wagon Company has been incorporated to do business

at Owego, N. Y., with \$25,000 capital. The Acme Wood Work Company has started business at New York City.

This company is incorporated with \$6,000 capital. The Moreland-Rix-McCreight Company of Pittsburgh, Pa., recently

changed its name to the Rix-McCreight Lumber Company. The Freeport Casket Company of Freeport, Ill., recently was placed in

bankruptcy. W. B. Herlocker has been appointed receiver. The Ovid Furniture Company of Ovid, Mich., has sold out to the Kirk-

ham-Matson Manufacturing Company of Grand Rapids, Mich.

The Keystone Lumber Company of Scotts Hill, N. C., has been incorporated with a capital stock of \$50,000 to manufacture lumber.

The Rex Lumber Company is the style of a concern recently formed to do business at Washington, N. C. The company has \$50,000 capital.

The Sutton Folding Crate Manufacturing Company has been incorporated at Sutton, W. Va. The company has a capital stock of \$50,000.

The J. R. Wilson Lumber Company, Hendersonville, N. C., has been incorporated with \$25,000 capital stock by E. E. Alexander and J. R. Wilson.

The Hinkley Handle Company is organizing at Alanson, Mich. company will have a capital stock of \$30,000 and will manufacture broom handles.

It is reported that a plant will be built at Hickman, Ky., by the Erie Basket Company of Lamington, Ont., to manufacture handle blanks, veneers and baskets.

The Elgin Silo Company is the style of a recently incorporated silo manufacturing concern which will operate at Elgin, Ill. This company

has \$100,000 capital. The Templeton Lumber Company has been formed at Upland, Ind., by L. A. Prickett, F. C. Miller and Ethel M. Miller, directors. It has a capital stock of \$12,500.

The Beardslee-Graham Show Case Company with a capital of \$20,000 has been formed at Seattle, Wash., the directors being W. J. Graham, W. S. Beardslee and Frank Lanning.

A hardwood plant, including sawmill, box factory, and veneer machinery, will be built at Helena, Ark., by the Chicago Mill and Lumber Company The plant will be located on a site of 100 acres.

At Bridgeport, Ala., a new spoke concern has been incorporated under the name of Bridgeport Spoke Works, with G. W. Williams and others as incorporators and with a capital stock of \$10,000.

The announcement is made that the Morgan Lumber Company of Jacksonville, Fla., contemplates the establishment of four or five sawmills to manufacture the timber on 30,000 or 40,000 acres.

The R. P. Walsh Tie & Lumber Company has been organized at St. Louis, Mo., with a capitalization of \$100,000. The incorporators are: R. P. Walsh, George C. Griffith and A. C. Hopmann.

The Waynesville Lumber & Timber Company was capitalized at Waynesville, N. C., with an authorized capital of \$100,000, of which \$10,000 has been subscribed by C. Y. Mavo, J. H. Anderson and others.

The capital stock of the Southern Box and Manufacturing Company of Birmingham, Ala., has been increased to \$100,000. The product of the concerns is excelsior, crates, boxes, and novelty woodwork.

The Wilson Cypress Company, Palatka, Fla., has completed a planing mill of iron, 90x200 feet, equipped with latest machinery, capacity of 60,000 feet a day, and expects to have it in operation very soon

The Bernardin Timber Manufacturing Company at Kansas City, Mo. has been incorporated with authorized capital of \$300,000, and with J. M. Bernardin, Henry Koehler and Thomas A. Currier as incorporators.

A new incorporation at Celina, O., is The Celina Hardwood Manufacturing Company. A. R. Hunter, J. C. Malan, J. E. Randabaugh, E. Bourelle, B. A. Myers and Orel J. Myers are the parties at interest.

Incorporation papers have been issued to the City Lumber Company of Buffalo, N. Y ..., capitalized at \$10,000, the incorporators being George M. Stone, Jr. of Buffalo, Fred Degan, Lockport, N. Y., and Paul Heinrich.

The Palatka Veneer Company, Palatka, Fla., Wolfenden Brothers, managers, began operations Oct. 13, with thirty employes. Its entire output of orange box material, 5,000 boxes per day, is under contract for the coming year.

The Big Creek Lumber and Timber Company has been incorporated with \$25,000 capital to carry on a general lumber and timber business at Wirmsboro, La. The incorporators are E. A. Enochs, J. W. Lockridge and Eugene S. Enochs

The Treas Lumber Company has been incorporated at Benton, Ky., by Charles Treas, Aberdeen, Miss., Cliff Treas, G. G. Treas, Trentie Treas, T. F. Treas and Guy Treas of Benton, and Mary E. Klotz of Memphis. The capital stock is \$17,500.

Incorporation papers have been secured by the Coldwater Timber Company of Huntington, W. Va. The business will be carried on in Martin county, Ky., with a capital stock of \$15,000. The concern is incorporated by C. M. Roehig, C. R. Comer, W. H. Cunningham and A. B. and S. J. Hyman.

#### ——— < CHICAGO >———

O. H. Burgoyne of Burgoyne Brothers, Hugo, Okla., spent several days of this week on a business trip to Chicago.

The October number of the Blue Book, published by the National Lumber Manufacturers' Credit Corporation, has just been received and offers proof of growth of that organization.

W. E. Trainer of the Trainer Bros. Lumber Company, Chicago, spent part of this week at West Baden with his family.

E. A. Lang of the Paepcke Leicht Lumber Company, and F. R. Gadd of the Wisconsin Lumber Company, Chicago, attended the meeting of the red gum manufacturers at Memphis, Saturday of last week. These two men are prominent in the forwarding of the best interests of red gum.

Charles H. Mackintosh, advertising manager of the Clyde Iron Works, Duluth, Minn., was one of the distinguished visitors to the trade early this week. Mr Mackintosh says that his concern is meeting with an excellent demand for its varied line of product, selling to loggers through out the country.

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, Wausau, Wis., passed through Chicago on Tuesday and Wednesday of this week, on his way to and from the meeting of the Michigan Hardwood Manufacturers' Association at Detroit.

Floyd Day of the Day Lumber & Coal Company, Clay City, Ky was in Chicago on Oct. 16, stopping en route to New York.

A. B. Garrett, the well-known lumberman of Fort Madison, Iowa, spent several days of last week in Chicago on personal business.

R. S. Taylor and Shirley Taylor, Jr. of Taylor & Crate, Buffalo, favored HARDWOOD RECORD with a call on Oct. 13.

HARDWOOD RECORD acknowledges receipt of a handsome paper cutter gotten our by Cobbs & Mitchell, Inc., Cadillac, Mich., and of a beautiful bronze letter clip of excellent quality from the Mitchell Brothers Company, Cadillac, both of which are designed as advertisements of the famous hardwood flooring manufactured by these concerns.

E. Bartholomew of John B. Ranson & Co., Nashville, Tenn., was in the city on business several days of this week.

#### ——— ≺ NEW YORK >—

the Rice & Lockwood Lumber Company of Spinsacold Mass, with branch office in this city, has made a connection with Mitchell Brothers Company of Cadillac, Mich., whereby it will hereafter handle its output of maple, birch and beech flooring in the state of New York east of Syracuse.

Claiming that the practice of making free lighterage of lumber in New York harbor was causing a loss of about 50 cents per thousand feet, the Central Railroad of New Jersey has made a new regulation, effective Oct. 1, discontinuing this service.

Lewis C. Slade, a former president of the National Wholesale Lumber Dealers' Association, was a visitor in the metropolitan district during the fortnight

The Executive Committee of the National Wholesale Lumber Dealers' Association met at headquarters on Oct. 18 and discussed the work of the organization in its many departments. The Pridham case and the western North Carolina freight rate case were given special attention. The entire committee was present.

The Massee & Felton Lumber Company, hardwood manufacturer and wholesaler of Macon, Ga., has opened an office in this city. O. W. Brightman will represent the company in the general eastern territory and has taken desk room with C. S. Powell, 1270 Broadway, to which address all correspondence in connection with sales in this section should be sent. The company has a large trade in the eastern buying country and it is for the purpose of better serving its customers that the local office has been established.

R. H. Vansant, head of the hardwood manufacturing operations of Vansant, Kitchen & Co., Ashland, Ky., was in New York during the fortinght in the interest of business.

L. L. Barth, who is identified with the Edward Hines Lumber Company of Chicago, was among lumbermen visitors in New York recently. He was accompanied by Mrs. Barth.

John Kaul, prominent lumberman of Birmingham, Ala., spent a few days in this city last week with Mrs. Kaul. He had just returned from a three months' stay abroad.

Arthur E. Day, for several years in charge of the New York office of the Lumbermen's Credit Association, died early on the morning of Oct. 20 at Greenwich, Conn. Mr. Day was taken down with grip on Oct. 11 but improved rapidly under treatment. About a week later he made an effort to resume his business duties and suffered a relapse which led to heart failure. Mr. Day was a man of long experience in the credit field and was particularly successful in his management of the local Red Book office. He was thirty-six years old and married.

#### ===< BUFFALO ≻=====

A. J. Chestnut recently made a trip to his hardwood interests in New Hampsbire. He has a new timber tract in view there, but as yet has not completed the purchase.

H. L. Vetter of the National Lumber Company left early this month for a two weeks' vacation which he expected to spend in hunting and fishing at Sodus Bay, N. Y.

M. M. Wall has been making a short business trip to Indiana, and J. B. Wall has been visiting the mills in the South in which the Buffalo Hardwood Lumber Company is interested.

Anthony Miller states that the hardwood trade is dull. On this account his yard is not receiving much lumber.

B. E. Darling has been in the South lately on a business trip. Blakeslee, Perrin & Darling say that while trade is not very active, the mixed-car business is gulte satisfactory.

H. T. Kerr is cutting logs in the Pennsylvania woods at St. Mary's, where he has a large force of men at work. He expects to have a considerably increased stock of hardwoods this winter.

Hugh Stewart of Charleston, W. Va., who has been looking after the business of I. N. Stewart & Bro. there for the past four years, was a recent visitor to the firm's Buffalo office.

Davemport & Relevant that the angleton, major and based of from Pennsylvania this major to good stock this whiter

The destruction of the mill of Hamilton H. Salmon & Co. here will not long curtail the activities of that firm in this market. Manager F. T. Sullivan states that the mill will be rebuilt. He is unable to account for the fire, which occurred after the mill was closed down for the day. The loss amounted to about \$10,000.

Another mill fire was that which damaged the plant of the Madigan Lumber Company, Dunkirk, on Oct. 16, to the extent of \$5,000. A large part of the machinery was damaged and some of the stock was destroyed. The blaze was dashed in the control of the stock was destroyed.

#### ────≺ PHILADELPHIA ≻

Daniel B. Curil of the D. B. Curil Lumber Company says business is not up to expectation, but by constant hustling the company manages to get a fair share of orders. Weather conditions in Tennessee have been favorable, which has enabled it to keep its portable mills humming, but stocks so far are not accumulating.

John W. Coles says business is about as good as could be expected, considering the many obstacles in the way of progress at this time; he continues unperturbed, however, as to a not remote betterment.

E. M. Bechtel, sales manager of William Whitmer & Sons, Inc., reports a modicum of trading right along. Buyers are still conservative and sales are spotty. The difficulty in getting money hampers business at this time.

It is announced that the Arcade building, Fiftcenth and Market streets, will change its name to the Commercial Trust building. Among the tenants of this building are Kirby & Hawkins Company, J. Randall Williams & Co., Rayner & Parker, Woodland Lumber Company, R. T. Jones Lumber Company, S. A. Clark and John Halfpenny.

J. W. Difenderfer of the J. W. Difenderfer Lumber Company, who has just returned from an extended stay at the mill in Tennessee, reports business only medium. He thinks no decided advance is to be expected until a harmonious adjustment of the currency agitation takes place

W. A. Jackson of the Jackson-Wyatt Lumber Company says although business in the large cities has been slow the company is zetting very fair results in the suburban territory. Yards are not buying freely and in most instances they are using up their stock, which will soon compet them to replenish.

J. Elmer Troth of the J. S. Kent Company reports business fair but of a spasmodic character. Although there is nothing in sight to create uneasiness, any decided improvement in trading is dubious before next spring.

Eli B. Hallowell of Hallowell & Souder says business has shown some improvement of late; orders are coming in and inquiries are multiplying where cars are in transit and quick delivery is essential. Prices are somewhat off.

Charles G. Blake, manager of the Babcock Lumber Company, states that orders are small and hard to get, consequently more costly. Under these conditions business is only fair.

T. F. Dalrymple of the Thomas E. Coale Lumber Company says business has been very fair so far this year, but a slight falling off in sales of late is noticeable. Thomas E. Coale is absent on an extended tour of the Middle West.

John J. Rumbarger is out of the John J. Rumbarger Lumber Company and now associated with William Whitmer & Sons, Inc.

George M. Chambers, sales manager of the Kendall Lumber Company, Pittsburgh, and formerly manager of the Philadelphia office, was painfully injured in the recent wreck of a Pennsylvania railroad train en route to Philadelphia.

A. J. Cadwallader has succeeded to the business of George F. Craig & Co., of which firm he was a member. He will carry on the business under the style of A. J. Cadwallader & Co. Norman A. Perry, for some years with Robert C. Lippincott, is now associated with the firm. The business of George Craig & Son continues as heretofore.

#### → ✓ PITTSBURGH >

The Hamilton Lumber Company reports its hardwood "saws in very good shape. Factory trade is fair and prices are good.

good shape. Factory trade is fair and prices are good.

Secretary G. M. Chambers of the Kendall Lumber Company has just returned from Donora, S. C. The Kendall Company lately took over the big Donora piant formerly operated by the Flint, Irving & Stoner Company, and also the Thornwood, W. Va., plant of that company. Mr. Chambers reports business first class and a good inquiry coming in from all sources

The Pittsburgh Wood Preserving Company is making a rapid headway on its new plant at Reed City, Mich., which will be started late in the winter. Its other two plants at Orrville, O., and Counclisville, Pa., are running now with a capacity of about 500,000 ties a year each.

That Pittsburgh is still probably the largest consumer of lumber in the country is shown by the fact that the value of the manufactured product according to the last census is \$578,815,000, this being more than twice the value of the manufactured products of Cleveland, Detroit or Buffalo, and over lifty per cent more than the total of \$t, Louis, according to the report just issued by the Pittsburgh Industrial Development Commission.

The Dawson Pump Manufacturing Company is arranging to build a new plant at Barnesbore, Pa., to cost about \$500,000 and to employ from 500 to 1,000 people at the staft. Among those interested are Attorney William F. Dill and William McPherson of Barnesbore.

J. B. Davis & Sons of Ursina, Pa., will shortly start cutting off a 2,000 acre tract of timber at Cleveland vily, just across the Maryland line A six-mile single track rallroad will be built to connect with the Jennings road, which will let the company out to the B. & O. at West Salisbury, Md.

The American Lumber & Manufacturing Company reports a splendid call for eak bill stuff and thick ash. Manager Brown of this department says that prices are firm and demand is very satisfactory.



#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

82,000' 2" No. 2 Common Poplar.
10,000' 1½" No. 1 & 2 Qtd. Poplar.
20,000' 132" & up No. 1 and Panel
Poplar Poplar
15,000' 4" x 18 to 30" No. 1 & Panel
15,000' 4" x 7 to 25" No. 1 & 2
Poplar
25,000' 4" x 7 to 25" No. 1 & 2
Poplar
17,000' 6/8 x 18" & up No. 1 & Panel
Poplar
117,000' 6/8 x 18" & up No. 1 & Panel
117,000' 1/4 S. W. & No. 2 Common
38,000' 1 x 12" & up No. 1 & 2
Chestnut
58,000' 1" No. 1 Com. Chestnut
47,000' 5/4 No. 1 Com. Chestnut
58,000' 1" No. 1 Com. Chestnut

mpt 2	mpment.
	6/4 No. 1 Com. Chestnut
	8/4 No. 1 Com. Chestnut
	4/4 No. 1 & 2 Com. Chest-
nut	F (4 N) - 1 0 0 0 01
	5/4 No. 1 & 2 Com. Chest-
nut	0/4 37 - 1 0 0 0 01 1
69,000	6/4 No. 1 & 2 Com. Chest-
nut	
12,000	
	8/4 No. 1 & 2 Red Birch
86,000'	3" No. 1 & 2 Red Birch
6,000'	4" No. 1 & 2 Red Birch
	5/4 No. 1 & 2 Cherry
10,000'	8/4 No. 1 & 2 Cherry
88,000'	4/4 No. 1 Common Cherry
19,000'	
10.000'	8/4 No. 1 Common Cherry

#### The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

#### Grant T. Stephenson Constructing Engineer

Wood Distillation Plants for Utilization of Wood Waste

WELLS. MICHIGAN

## O.C. GALLOWAY

Manufacturer of

Wagon, Plow and Chair Stock

## **Oak and Hickory**

Solicit inquiries for this class of material

Clarendon, Ark.

C E Breitwieser & company announce that they are getting a fine outof-town business in hardwoods. Shipments are very good and prices are hetter.

#### =≺ BOSTON >=

The Curtis & Pope Lumber Company, Boston, will build a brick mill and garage on Southampton street in this city, which is close by its lumber vard.

John Clary, for many years well-known in the lumber trade of Boston, died at his home in Cambridge, Mass., Oct. 6, at the age of eighty-six years. Mr. Clary has not been engaged in business for many years. For the past three years he has been suffering from paralysis.

J. R. Booth, a well-known Vermont lumberman, recently met with a bad accident at the mill in Ottawa. The mill was destroyed by fire a few weeks ago. The other day Mr. Booth visited the old plant and while there a heavy timber fell upon him and as a result his left leg was broken, together with other minor injuries. Mr. Booth is eighty-six years of age and is one of the veteran lumbermen of Vermont.

The large mill of W. H. Champlain at Rochester, N. H., was recently destroyed by fire. The power house and a smaller mill were saved, together with considerable lumber on the yard and loaded on cars ready for shipment.

It is reported that Stetson Cutler & Co. have purchased a controlling interest in the Van Buren Lumber Company on the St. John river. It is said that the new owners will not assume control until the fall of 1914.

Frank H. Godfrey, son of L. N. Godfrey, a Boston lumber dealer, was married Oct, 16 to Miss Anna Jerome Townsend of Albany, N. Y.

#### =≺ BALTIMORE >=

Through the arrest of George Heintz the originator of a number of fires in lumber yards and woodworking establishments that have occurred during the past few months has been discovered. Heintz confessed setting not less than eight fires and is suspected of several others. He said in his confession that he bore no malice against the owners of the places fired and that he merely had an uncontrollable desire to see a blaze whenever he drank. He was held for the action of court.

Another one of the vessels to sail for South America with West Virginia spruce was the Italian ship Ascencione, which cleared here with 1,484,000 feet for Buenos Ayres, Argentina. G. Schlaffino & Co. were the agents of the vessel.

Richard P. Baer, senior partner of Richard P. Baer & Co., with offices in the tower of the Maryland Casualty building, returned week before last from a trip to Europe, very much rested and eager to get back to business. Mr. Baer sailed on Aug. 18 for London and came back on the Victoria Luise. He spent about four weeks in the United Kingdom and two weeks in Germany and Holland. Most of the time was devoted to recreation and sight-seeing, though he also gave some attention to lumber. Mr. Baer reports that he found the lumber trade abroad in the main sound and healthy, but that the high ocean freight rates constituted a serious check upon business. The ideas of the foreign buyers as to prices had gone up, but the advance was not equal to the rise in the freight rates, with the result that exporters stood to get less for their shipments than before, which precluded the idea of doing business. With the freight rates down, Mr. Baer thought that the export movement would attain fair proportions. Mrs. Baer went along on the trip and enjoyed it exceedingly.

Among the visiting lumbermen in Baltimore last week was R. W. Yewell, of the Butters Lumber Company, Boardman, N. C. Mr. Yewell is in charge of the shipping and office work at the mills, and states that the latter have been forced to shut down because of high water, due to heavy rains, which caused all of the rivers in that section to overflow. He reports that while considerable lumber has been made, the orders have come in with sufficient freedom to absorb the output, though some of the lower grades of cypress are perhaps a shade easier than they have been. The company makes a specialty of white gum, and Mr. Yewell says that it is having much success with this wood, which is worked up into flooring and sidings, and competes with other hardwoods.

H. T. Snyder, with Mann & Parker, Inc., Continental building, has just returned from a trip south as far as Florida. He was away eighteen days, spending four days of this time traveling, and he took up in that time, fifteen cars of lumber, largely ash. He reports that he found southern mills with large stocks, one of them having about 15,000,000 feet and another perhaps 10,000,000 feet, but that orders were being received in sufficient number to take care of the production, though the quotations appeared to be rather lower than they were sixty days ago.

The West Virginia Pulp and Paper Company of Luke, W. Va., has won its suit against the Baltimore and Ohio Railroad Company and obtained a verdict for \$4.5314.17. The Pulp and Paper Company brought action against the railroad for the destruction by fire attributed to sparks from a locomotive of about 60.000 cords of pulp wood at Buchannon. W. Va.. on April 10, 1910, and sued for \$150.000 damages, placing the value of the wood at \$8 per cord. The railroad company made a motion that the plaintiff's testimony be excluded, but the court overruled this motion with the result stated.

Levenson & Zenitz, Inc., have let the contract for the erection of a fivestory brick and concrete furniture factory, to be erected at 10 to 16 North Frederick street, in the rear of the company's offices and show rooms, with a frontage of 100 feet on Frederick street, 92 feet on Gay street, and a denth of 165 feet

#### =≺ COLUMBUS >=

At Bryan, O. the Lytle Lumber Congrany will enlarge its plant and

erret several sheds to take care of its increasing business.

The recently organized Colmabus Jobbers' and Manufacturers' Association has established a traffic bureau under the charge of F. H. Hysell, an expert in traffic matters. It is claimed that Columbus manufacturers have lost much in teallic matters and it is planned to give the members of the organization advice and service on traffic matters.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for lardwoods both from factories and vards. He says tende is about evenly divided between the two sources. Prices are holding up well and the car shortage is not interfering with shipments to any great extent.

F. Everson Powell of the Powell Lumber Company says that hardwoods show some signs of weakening and the volume of business is falling off.

L. B. Schneider of Jehn I. Godev & Co. says trade is ruling about the same. The demand for hardwoods is fair. Prices are non-and no weakness of any consequence is reported. Dry stocks are only fair.

J. A. Ford of the Imperial Lumber Company reports a fair demand for

hardwoods, with prices holding up well.

W. B. Sissens of the Sewers Leach Lumber Company says trade in hard

woods is good for the season of the year. Prices are tair in every way

#### —≺ TOLEDO >=

The success of the Michigan workman's compensation act, which has been in operation just one year from Oct. 1, was proven when Robert K. Orr, who has charge of the law for the state insurance department, an nounced that all employers operating under the state act would receive a twenty per cent dividend and that for the ensuing year there would be a reduction in rates amounting to sixteen and two-thirds per cent. The dividend will not be paid in each, but may be applied on the premiums for the coming year. Orr declared that 1,000 Michigan employers would soon be operating under the state law. This is of especial interest to Ohio operators owing to the discussion over the Ohio law, which is a political issue in this state

"Business is still good with us," said President Booth of the Booth Column Company. "While we are not flooded with orders as we were earlier in the season, we are finding time to catch up and still have enough ahead to keep us going."

The Keasy Pulley Company reports that orders are still coming in at more than normal and the factory has all it can do to take care of the business now in hand.

The total value of the estate of John M. Skinner, former president of the J. M. Skinner Bending Company, is \$72.676.67, exclusive of real estate, according to an appraisement recently filed in probate court by H. B. Milmine, William Meyer and A. D. Perkins, appraisers.

#### ──≺ INDIANAPOLIS ≻──

The People's Manufacturing Company has been organized at Greenfield to manufacture refrigerators. Frank Cook is president; Marvin Fletcher. secretary, and Roland Stuart, treasurer.

Swings, chairs and foiding beds will be manufactured at Elkhart by the Jacoby-Wiser Company, which has been incorporated with \$75,000 capital stock by Adelbert Jacoby, George L. Wiser and Mary E. Jacoby, J. M. Studebaker, Sr., of South Bend, the last of the five brothers who

founded the concern now known as the Studebaker Corporation, was eighty years old Oct. 10. Employes gave him a gold loving cup.

Melville W. Mix, Mishawaka, president of the Dodge Manufacturing Company and of the National Veneer Products Company, has been nomi nated for mayor of that city on the Democratic ticket.

A planing mill and general lumber business will be conducted at Whiting by the newly organized L. Fischer Company, in which Magdalena Fischer, G. J. Bader and F. J. Smith are interested and which has been incorporated with an authorized capitalization of \$25,000.

#### ———≺ MEMPHIS ≻———

The plant of the Ferguson & Palmer Company, Paducah, Ky., which is now being erected at Houlka, Miss., is nearing completion and will be in operation within the next few days. The mill has been in process of construction for a number of months and is up to date in every respect

The new mill of Russe & Burgess, Inc., will be in readiness for opera-tion before the end of the current month. This information is based on a statement made by W. H. Russe, president of the firm. The plant will have a daily capacity of 50,000 feet of lumber and it will represent an increase of about fifty per cent over the old plant. The dismantling of the old plant began in July and the new mill has been installed in some thing like record breaking time. The firm has been having its lumber sawed at custom mills while the new plant was being installed, but it will shortly be ready to resume its own cutting. Mr. Russe is a strong be liever in the future of the hardwood market, declaring that he thinks the outlook very good indeed.

The Cookville Veneer Company, which has its main office at Cookville, Tenn., and which has been operating a plant for the manufacture of auto mobile spokes at Strongs, Miss., is preparing to install another plant at that point. The machinery has already been ordered and is now en route The company has a large quantity of hickory timber in that immediate

f trif ary and till

The mill of J. W. Wheeler & Co. at Madison, Ark., is closed down for the present owing to the low stage of the St. Francis river. This firm resume until the river rises materially.

J. W. D. Kert, C. Boyer, C. V. J. L. L. C. recently returned from a business trip to Chicago and northern points. He hand on the second of the second of From the constant of the transformation of the constant of th tain & Southern.

#### CINCINNAT Hardwood Manufacturers and Jobbers

E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS GOERKE BUILDING

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RED GUM SAP GUM COTTONWOOD

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All Grades and Thicknesses HICKORY

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick.

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#### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE

Clarence W. Griffith Department Manager, Memphis, Tenn.

## The Mossman Lumber Go., Inc.

#### Manufacturers

plain and quartered red and white oak, ash, gum and poplar. :: :: ::

ALSO FULLY EQUIPT DIMENSION PLANT

Memphis, - - Tonn.

#### → NASHVILLE >=

The Star Back Miles manerial threes of shuttle blocks, have started operation. In tail 12 a drive output of about 3,500 pieces and employ about twenty operatives. The plant is located at Charlotte avenue and the Tennessee Central railroad. Jasper Hooper is in charge of the mills and is leastly assed with the hadnor in which business has started. The mills use dogwood and persimmon exclusively.

The National Case and the Congress has appointed Dr. A. H. Purdue of this city vice-president for Tennessee. Dr. Purdue announces that he will at once organize a branch association for conservation of forests and other resources.

The Leatherwood Lumber Company has been incorporated, with an authorized capital stock of \$1,000. W. W. Berry, N. P. LeSueur, E. A. Hail, E. A. Burr and R. W. Clawson are the incorporators. The purpose of the company is to manufacture lumber, buy and sell logs, cut logs and do a general lumber usiness.

The Greeneville Chair Company has been financially involved and a general creditors bill has been filed against the company at Greeneville, Tenn. The company does a large business, employing several hundred men, and it is hoped will be able to adjust matters with creditors.

A new branch of the Louisville & Nashville railroad, from Iron City to Collinswood, is nearing completion. The new line will touch valuable timberlands in Wayne county yet undeveloped, and will result in some important operations in hardwoods in that section soon. The road is twenty miles in length.

Fred J. Roys, assistant manager of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., and W. P. Schmuhl, Evansville manager for the same company, were in Nashville, having been to Wayne county to inspect large timber interests of the company.

#### —≺ LOUISVILLE >———

Owing to the extremely dry weather which has prevailed during the fall, as well as in the summer, forest fires have broken out in some sections of eastern Kentucky and are doing great damage. The state forester is organizing a patrol system which will limit the losses through preventing fires.

Col. C. L. Walker, superintendent of the sawmill and veneer mill of the Mengel Box Company at Hickman, Ky., is seriously ill with typhoid fever

S. M. Mapel & Co., Irvine, Ky., have purchased a large tract of white oak and poplar timber from Frank Park. It is located near Irvine. The buyers will put a mill on the property at once and begin the manufacture of the lumber.

James B. McCreary, governor of Kentucky, has designated Nov. 6 as arbor day and has issued a proclamation calling upon the people of the state to observe the occasion. In his proclamation he said: "In the last decade there has been great development along forestry lines in the United States. The inauguration of forest management in the various national forests, the activity of various states in public forestry, and the interest of private owners in tree-growing have resulted in marked improvement in everything connected with forestry. Every proper effort should be made for the renewal of our forests, and the attention of all the people, and especially the teachers and pupils of all the colleges and schools, is called to the importance of planting trees."

The sawmill of the Ford, Ky., Lumber Company was burned recently in a fire which destroyed many of the other buildings in the town also. Very little manufacturing has been done at Ford, which is on the Kentucky river, for some time, and it is not likely that the mill will be replaced.

#### -----≺ ARKANSAS >=

Frank F. Fee of the Fee-Crayton Hardwood Lumber Company, with principal offices at Dermott, Ark., has returned to Arkansas after a tour over the African timber belt, where he inspected the supply of timber in that section.

The Grabt Lumber and Timber Company has recently purchased a million feet of oak timber in the vicinity of Leola, Ark., which will be worked up by the plant at that place.

A. J. Tiplet and Tom Green of Forrest City, Ark., recently purchased from E. V. Mills of Heth, Ark., 1,500 acres of virgin hardwood timber in the St. Francis river bottoms. The consideration was \$25,000 cash.

Francis Kiefer, forest supervisor at Harrison, Ark., has received three

Francis Kiefer, forest supervisor at Harrison. Ark.. has received three applications for the purchase of 6,000,000 feet of white oak timber in the Ozark National forest reserve in Clebourne, Baxter and Stone counties. Arkansas. The lowest hid was \$3.75 per thousand and the highest bid was \$4 per thousand. The minimum value placed upon this timber is \$10,000, but it is expected that the timber will bring probably double that amount.

The classification work in the Ozark National forests has recently been abandoned and the camps have been broken up and the men disbanded. The classification plan was found to be impracticable after the work had been attempted for several months. The expense was too great to be justified by the results. For the past six years the service has been trying to devise some way by which the land in the forests could be classified, so that that which was found better for agricultural purposes might be turned over to the homesteaders. The classification plan was adopted. It was very expensive and practically the same procedure was necessary after the

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we provide the first term and th the state of the s and Max Mever, manager. Work of remodeling and improving the old No. 2 mill of the Bradley company has been started. Treasurer McPermott is a well-known Tomanawk man, having been identified with the local

Maple flooring used in one of the assembly rooms in the Vatican palace at Rome was turned out at the plant of the I. Stephenson Company. Wells, Mich., and Marinette, Wis.

La Hill To an extension, Ways and Jack Sept. 2002 Ht New tract of timberland adjoining its holdings and will extend its logging and the United States of the States (1990) as

In the case the contract of the second of the case to 

The Pantzer Lumber Company of Sheboygan has filed an amendment to SET IN COLUMN TO A COLUMN TO A

To be a first of the second se n the Lac du Flambeau Indian reservation. For the past eighteen years the company has sawed several million feet at its sawmill at the village of Lac du Flamie au in Vilas county. The mill is one of the best equipped In that section and ran continuously. The supply is now exhausted and the mill will be dismantled. The loss of the mill will seriously affect the little village of Lac du Flambeau. The village of Arbor Vitze has also lost a large industry, the Yawkey-Bissell Lumber Company having concluded sign some to be a

The Roddis Lumber and Veneer Company has completed a 9,000,000-foot cut at Park Falls after a continuous run of nine months. Operations will again be resumed the latter part of December. The company is completing installing an automatic sprinkler system in its plant.

red community grant and the contract of Mariners and the state and his beautiful residence property on Riverside avenue to the First National Bank of Marinette to secure loans for the Carney Lumber Company. The Carney company formerly operated a sawmill at Owen Sound, Ontario. The operations of the company, extending over a period of ten years, were unsuccessful and the mill was closed about a year ago.

1 8 Boundary or same of the first transfer at the same presentation of the second second E. C. Manger & Sons Company of Green Bay will erect an addition to

to the present warehouse and will be of frame construction.

Three additions have recently been completed to the Lee Handle & Dowel In the second of the second other 16 by 24 feet, are to be added. New machinery will more than louble the capacity of the plant, and the storage capacity is also being

The Maria Aspect Control is a control to see the of the because of a shortage of logs on hand. While the supply provided for this occause of a snortage of locs on hand. While the supply provided to this mable to start to again this in a single to the profile of the -: W Comes

New Richmond, which lost an important lumbering industry when the With a River Lange Contests, he had to be the Hills of a resta-

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Peoples Cas Ride CHICAGO ILL

#### Northern and Southern Hardwoods CAR STOCK

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WHITE PINE

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- We offer to the trade a remarkably SUPERIOR lumber product.
- Our TIMBER is virgin forest growth of the highest
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- C Kraetzer-cured lumber will "stay where you put it."
- O Dry kiln and oak flooring plant in connection.
- () We solicit the inquiries and orders of critical and discriminating buyers.
- C For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY. Kansas City, Mo.

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

an effort to regain the mult. The Willow River concern is ently lost its plant at New Richmond by fire, the loss being \$75,000 with \$60,000 insurance. It decided not to rebuild at New Richmond and the plant of the North Wisconsin Lumber and Manufacturing Company at Hayward was purchased from Edward Hines of Chicago. The Hayward plant includes a water power and electric light plant and is nearest the company's twinty year supply of timber in Ashkand and Bayteld counties. Now that arrangements for starting the industry in Hayward are about completed, citizens of New Richmond are making efforts to regain the mill. It is said that they are offering a liberal bonus if the mill is brought down to their city.

#### The Hardwood Market

#### ≺ CHICAGO >==

Continued quiet marks the local market. It is really featureless as far as any particular change over conditions two weeks ago is concerned, although, contrary to the situation for the last month or so, there is an occasional member of the local trade who seems to occupy a position that renders him decidedly optimistic. This does not mean that a tone of optimism prevails, although local lumbermen are decidedly cheerful. In fact, the frame of mind of most of the lumbermen today offers an interesting psychological study. It offers a striking illustration of the good effect produced by continued hope even though long deferred in its realization. As a matter of actual fact, however, Chicago lumbermen are actually making a great many sales, the average sale being rather small in comparison to the average sale of more normal seasons. In the aggregate, the amount of lumber actually moving to Chicago consuming factories and yards is very fair.

As to prices, the local market is still somewhat off, even oak being several dollars below the market. Encouraging reports, however, coming in from various sources indicating absence of any great amount of dry stock at mill points seems to be having a favorable impression upon the minds of members of the Chicago trade, who can be said to be doing their best to combat any further shading of hardwood values. The future of the local situation, while still in doubt, gives promise of much more satisfactory conditions.

#### $= \langle NEW YORK \rangle =$

The New York hardwood market shows some signs of improxement, nothing to cause any great excitement, but noticeable nevertheless. Hardwood men returning from trips to mill points report conditions at that end as rather strong while the consuming markets show a better run of orders, though for small quantities, and stocks on hand still below normal. The range of prices is well held at a fairly high plane and no falling off is anticipated in any branch. It is well recognized by buyers that prices will not go off and their failure to buy in larger lots is not in expectation of a break in prices. There are some slight reductions quoted in the hardwood flooring list but demand is on the increase and a firmer market will undoubtedly develop. Common and better chestnut and sapgum are the slowest features of the market and these, especially the latter, are subject to price cutting. The remainder of the list is firm.

#### \_\_\_\_≺ BUFFALO >-

The hardwood trade is fair at present, but it lacks the activity of some years at this time. The influence of the tariff iaw is said to be one reason for this condition. Buyers are holding off to see just how the tariff will affect them. Most of the business is in small lots and the yards are doing something right along in mixed cars, for this market is favorably located. The eastern centers are taking a good aggregate amount of lumber. Prices are not as strong as they were early in the summer.

The plain oak demand is as usual the largest, although there is somewhat less strength in this wood than some time ago. Mills have larger amounts to offer and there is some price-cutting. Maple and birch are doing fairly well. Brown ash is another wood in pretty good demand. Some Canadian hardwoods are coming in, but the amount is not greater than ordinary. Lake hardwood trade is very small.

Talk is heard of a probable car shortage here this fall, but it is not expected to be felt to any unusual extent by the hardwood trade. Buffalo lumbermen are generally quite well favored as far as car supply is concerned, having the advantage of a number of railroads. Nohody has had much trouble as yet in delays to incoming shipments.

#### ——≺ PHILADELPHIA ≻—

It is a recognizable fact that the general lumber business is more or less quiet, with the hardwood market steady. Consuming factories are busy but are buying only in quantities to meet immediate requirements. Orders naturally are small and hard to get, in consequence of which prices in some lines are less firm than a fortnight ago, but there is little apprehension as to panicky conditions in the near future as the various disturbing national bills are gradually being settled, enabling the merchant

to admst his lusiness. But is no ordingly. The money market of collections are lew. Britishing once froms in delta 1901, 1903, in six the books contains to 1900, beans on these massiments. Reprint the mill stock situation show affairs well under control, with no fear of a 2000 m grows as the stock bill is rather under the communication of the stock bill is rather under the communication of the stock bill is rather under the communication.

Onk holds starly, chestrit as furr, maple keeps n good a petition between old furth on and set, as an fair demand popular hold to be mahagany and veneer netty.

#### ──≺ PITTSBURGH ≻

Buying has dropped off considerable during the past two weeks. Yeard trade as winding in the season. Hardwood consuming for fortes are full lunging consist and lunder but had so not has in the summer. Redroad have cut down their regulstions and are apparently waiting on the decision of the Interstate Commerce Commission regarding their application for a two part and increase in their rates. If this is granted which salers here believe that there will be a sharp increase in railroad buying of lumber. Prices on hardwood lumber, especially on oak and ash, are high and firm. Some maple is being sold at higher prices than prevailed in the summer.

#### —≺ BOSTON >

An ther unevential two weeks has been recorded in the Boston hand an improvement in demand but they are beginning to be more or less discouraged. The large buyers are operating only as they need supplies and with prices on a high level it is not to be expected that the small consumers will anticipate their wants. There is no sign of any lower values right away. All of the reports received from mill points indicate that stocks of good lumber are in small supply and that the manufacturers are firm in their ideas for firm to steady prices. The retail yards are doing a fair amount of business and are using up the stocks of hardwood lumber that they have on hand, yet cannot be induced to buy far ahead of nearby wants. It is reported that there are fewer lots of hardwood lumber being offered to consumers direct than was the case a few months ago. The result is that buyers are making more inquiries from the wholesale dealers than they were.

Whitewood and gum appear to be the easiest in prices. Quartered and plain oak are in very fair call and hold firm in price. Cypress has been selling in a moderate way. Brown ash is firm. Walnut is in demand with offerings small.

#### —≺ BALTIMORE ≻=

The hardwood business has not been productive of important changes during the past two weeks. Orders are coming in rather more freely than might be supposed in view of all the circumstances, and prices are holding their own fairly well, though some casing off is said to have taken place and there is some feeling of hesitancy among the buyers. It is the effect upon trade generally which is reflected in the hardwood business. No one yet knows just what effect the tariff will have upon commerce and industrial activities and to what extent the demand will be stimulated or retarded for manufactured goods. As a consequence everyone is holding off as much as possible. The currency situation also tends to create uncertainty. Bankers are contracting their credits and the hardwood men, along with others, find themselves obliged to handle their resources with care. Money is more or less tight, and the range of transactions is narrowed accordingly.

Netwithstanding these drawbacks, however, little complaint as to the volume of business is heard among the hardwood men. There is no scarcity of lumber, but the offerings do not indicate congestion, with the exception of some divisions of the export business, where the available stocks are far more liberal than could be desired. A decided reduction. however, has taken place even there, and a better feeling prevails. With the ocean freights within reasonable limits, exporters would be in a position to make shipments at a profit, while now the increase in the rates during the year more than counterbalances the advances which foreign buyers are willing to pay. It is stated by the mill men that the excess in production at the present time is below that of corresponding periods of other years, and that they will enter upon the winter season, with its cheeks upon the output, with smaller supplies than usual. This is regarded as an indication favorable to an advance unless the conditions outside the trade that have been alluded to should be of a character to counteract the inherent strength of the hardwood lumber market

#### ──≺ COLUMBUS ≻=

While the season is fast waning, still the demand for hardwoods in this section is steady. Factories and yards are good buyers and the trade is pretty evenly divided between the two sources. Prices are firm, no marked weakness having appeared, and the outlook for the future is not bad.

Factories making furniture, vehicles and implements are buying hardwood stocks steadily although their orders are not very large. Automobile factories are buying wide sizes of poplar. Since building operations are continuing active, the demand from yards is increasing although they do not want large stocks because of the approach of the stock-taking period. Dry stocks are rather light and this is believed to be one of the



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WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia. NEW YORK

## The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

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- ¶ Kraetzer-Cured lumber is susceptible of being thoroughly air dried or kiln dried in less than one-half the time ordinarily required for seasoning unsteamed wood.
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- War Kraetzer-Cured lumber dries out to materially less weight than unsteamed wood, ranging from 200 to 500 pounds per thousand feet.
- ¶ Kraetzer-Cured lumber will neither shrink nor swell, and the grain will not raise when water stains are employed in finishing.
- ¶ Kraetzer-Cured lumber is not impaired in strength or quality by the process.
- ¶ Kraetzer-Cured lumber eliminates all glue-joint troubles and "will stay where it is put."
- A list of manufacturers of Kraetzer-Cured lumber will be supplied on application.

Kraetzer-Cured Lumber is produced by the use of the Kraetzer Preparator. manufactured by

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TRADE MARK

## raetzer-cure

best features of the trade. The car shortage is interfering with ship-ments, especially from West Virginia points.

Oak is one of the strong points in the market. The demand is good Oak is one of the strong points in the market. The demand is good for both quarter sawed and plain oak and for all grades. Chestinut is also firm and sound wormy is especially strong. Poplar is moving fairly well although stocks are accumulating in that wood. Ash is in demand and basswood is also moving well. Other hardwoods are unchanged.

#### — ⟨ CINCINNATI > —

There is very little wrong with the condition of the hardwood market unless it is the placing of orders in such small quantities. This manner of buying has been in force for a number of weeks and while the monthly average is gaining gradually, the hand-to-mouth process continues. The market is steady and the best posted dealers believe that it will remain so, gradually increasing until at least a normal stage of consumption will be reached. Wood consuming factories obtaining supplies from this market have been busy right along and there does not appear to be any real reason for a fall-down in the business of these plants who claim to be getting orders numerous but small in quantity and appear to be following out the same policy in purchasing rough lumber. They are carrying very little stock of their own but are getting promptly what they need.

All low-grade hardwoods sell readily at satisfactory prices, the best sellers in this class of material being gum, cottonwood, poplar and basswood. No. 1 common and better poplar is not doing so well but in spite of light demand the price is well maintained. Red gum in upper grades is probably slowest in movement of all hardwoods but a reaction is looked for soon by dealers. Chestnut is gaining strength in No. 1 common and better, and sound wormy is again in active demand. Ash is one of the best sellers on the list, especially in thick stock. Plain oak, while more plentiful than a few months ago, is still leading and all grades are in demand at satisfactory prices. All grades of quartered oak except No. 2 common are moving satisfactorily, the latter as usual is in much less de-

#### ----≺ TOLEDO >-

Activity continues on the Toledo hardwood market and buying is continuous and fairly heavy although nothing in the speculative sense is being done. However the building trades continue active, creating a lively demand for hardwood finish and flooring and factories seem to be running along normally. Poplar seems to be quite active in the regular sizes and plain oak is strong. Red gum is being used largely as a substitute for other woods and continues to gain strength in this market, furniture concerns being good patrons. The small home construction in Toledo has been the heaviest ever known and strangers viewing the city are struck with the large number of neat little homes already built and now under construction. These homes are all of modern construction and are finished with hardwoods

Prices are firm in all lines

#### -----≺ INDIANAPOLIS ≻---

In common with a general improvement in industrial conditions throughout the state, the hardwood industry has taken on more activity during The situation now is more satisfactory than it has

While prices have not changed materially, they have a steady tone and the demand for hardwoods probably is close to normal for this season of the year. The only discordant note is in the fact that car shortage at the base of the hardwood supply, makes it difficult to obtain shipments promptly.

All hardwood using concerns in the state, with the possible exception of the automobile industry, are enjoying a large business, in some instances better than it was at this time last year.

#### ──≺ NASHVILLE ≻

The hardwood trade is holding up well in this market, with prices The orders are small, but in the aggregate amount to as much as for the corresponding time last year. There is little change in the character of the demand. Oak and ash are in the greatest request, with moderate demand for low-grade poplar and other lines. Chestnut continues dull.

#### ──≺ LOUISVILLE >----

While business is not all that might be wished, the volume of trade is nevertheless up to the average for this season of the year, and the outlook is regarded as satisfactory. Comparatively little buying on a large scale is being done, however, and this method of purchasing has resulted in the larger operators feeling that there is insufficient support for the market. Nevertheless, prices are being maintained well, and few lumbermen believe that there is any reason why concessions should be made. It is generally agreed that while the remainder of this year may see only fair business recorded, the opening of 1914 will mark a resumption of active trade, as the new factors in the general industrial situation will have been adjusted by that time and permanently favorable conditions will have been introduced into the situation. Quartered oak is a good seller just now, and plain oak is continuing to move freely. Ash is still going well, and cottonwood is also in fair call. Chestnut, poplar and

hickory are toported to be rather slow, as a general proposition. Most manufacturers have combined in the situation, and are outsing togs freely, expecting a continuous operate as long as weather stallion permit.

#### => WISCONSIN ≺=

While there is a tendency on the part of hardwood consumers to buy one cough to meet their present wants, the general activity in the building field all over the state has brought business up to a satisfactory point. Wholesalers are inclined to believe, however, that there will not be a general buying movement for stocking-up purposes until after the first of the year. The exception to this seems to be the average retail lumberman, who so placing some fair sized orders, evidently with the belief that prices will go much higher. The sush and door and interior finishing concerns are inclined to proceed in a "hand-to-mouth" manner when it comes to buying stocks, but the hardwood flooring manufacturers are well supplied with orders and are in the market for stock.

The demand for northern hardwoods is stronger and prices are stiffening somewhat in this line as a result. Birch and maple continue to be the leaders in the northern woods, although both rock and soft elm and ash are in good demand. Upper grade basswood is inclined to be slow, but low grade stuff is still selling well, due to the activity on the part of the local box manufacturers. All low grade hardwood sells fairly well.

Southern oak is holding strong and reports from the southern mills say that stocks of oak are light at these points. Both plain and quartersawed oak are in good demand and prices are holding firm. The call for oak from the furniture manufacturing concerns is stronger, as most of these plants are now busy.

The supply of labor in Milwaukee and surrounding Wisconsin cities is still far from large. Most local woodworking and furniture manufacturing concerns are able to secure enough men at this time, but the demand for men to work in the woods is now greater than the supply.

Northern Wisconsin and upper Michigan logging interests are now entering upon a busy logging season and the cut promises to be larger than in recent years, due to the fact that business has been good during the past year and stocks in first and second hands have been depleted. Camps have been oppened all over the lumber country.

#### -----≺ GLASGOW **>**--

The timber trade of Glasgow and western Scotland continues on a very quiet scale, new orders being very slow. The quarterly market reports are now published and from the trade statistics just issued it is noted that the total imports into the Clyde for the nine months to date exceed those for the same period of last year by about eleven per cent, while the overhead consumption is less by about seventeen per cent. The stocks remaining on hand are heavier by approximately nine per cent but it is seen that the gain is more than accounted for by increases in one or two particular items such as pitch pine, waney pine, birch and oak planks.

Storing is being resorted to in a few instances but brokers just now are doing their level best to get goods cleared up on an ex quay basis. Taken as a whole the movement into consumption is of a rather restricted nature. The general tendency seems to be to keep stocks down as much as possible so that buying in evidence is of a hand-to-mouth nature.

Not for a number of years has there been such a large output from the shipbullding yards for September as during the present month when twenty-seven vessels of a gross tonnage of 78,453 tons were launched. This big total makes up somewhat for the comparatively small output last month which is exceeded by the present month by over 40,000 tons. The total for the nine months to date stands at 484,866 tons as compared with 472,706 tons for the corresponding nine months of last year. Work continues brisk all over the Clyde yards and there is a possibility of the year 1913 beating the record of 1912.

#### **==≺** LIVERPOOL **>**=

The trade position here is very quiet, though the landings have been Prices have been much weaker in face of the heavy arrival. The prices, in fact, of some items are pence lower than those existing a few weeks ago. Almost every item is figured out on a lower basis, though ash is perhaps the firmest feature. In prime grades quite a brisk trade has been moving, though here again there are signs of a diminished output and lower prices in the near future. The recent labor troubles in Liverpool are mainly responsible. Though the matter lasted only a few days, it has seriously upset the railroads, and deliveries are moving very slowly to buyers. This makes prompt business exceedingly difficult and buyers are not keen upon making purchases when their stock may be hanging about the goods station for a month or more. There are some signs, however, that this trouble is being somewhat eased. The mahogany position seems to be clearing the state of mind of the rest of the trade. While the imports are still light, the demand has gone away to a very considerable extent. Prices are just standing still at the moment with no movement in either direction. The undertone of the market is, however, decidedly weak, though much depends on the extent of the import. The stock is firmly held by brokers here and any decline in prices will not be allowed to go much lower. The market is, however, just showing the weak tone of the other branches of the trade and values are inclined to go down in sympathy...

## **EXCEPTIONAL**

MAHOGANY, CIRCASSIAN WAL-NUT AND QUARTERED OAK

## VENEERS

If a good veneer cutter can manufacture fair quality veneers with antiquated machinery, what can he do when given the latest and most efficient equipment?

#### The Answer

is to be found in any of the stock produced at our new mill, which is the last word in modern equipment.

We have selected the finest logs on the market, our men are experienced and capable, the product speaks for itself.

See our samples and get prices.

#### Visit Our Plant

Any time you are in Chicago and want to see the most modern veneer plant in existence today, we will be glad to show you through our plant.

Fred W. Black Lumber Co. 2245 S. Fortieth Ave. Chicago, Ill.

## You Know Something About the Land of Last Supply

You know, of course, that the nearest source of adequate lumber supply are the forests of the west, the inter-mountain pines and the fir, spruce, cedar and hemlock of the Pacific Coast.

In a broad sense, we are at the beginning of an era of

## Competitive Demand for Western Timber

Mills of the South are exhausting their supply and are seeking new locations.

Timber is disappearing from the market, but not so rapidly now as it will on a constantly increasing scale during the next decade. Every tract taken off the market deceases the supply and increases the desirability and value of those remaining.

The best go first. Investigate now.

## James D. Lacey & Co.

Timber Land Factors

Chicago, Ill., 1750 McCormick Building Portland, Ore., 1104 Spalding Building Seattle, Wash., 1009 White Building

## WHY?

WHY do more than 380 of the most prominent and successful lumber manufacturers exchange nearly \$30,000,000.00 of indemnity against fire loss at

## Manufacturing Lumbermen's Underwriters

## BECAUSE!

- **BECAUSE** it is the oldest and strongest inter-insurance association among lumbermen, being now in its fifteenth year.
- BECAUSE \$978,432.40 cash savings have been returned to members.
- **BECAUSE** \$856,831.32 cash surplus, owned entirely by the members, has been accumulated.
- **BECAUSE** \$2,443,029.00 has been paid in losses under prompt and equitable adjustments without resort to quibbling or technical controversy.
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- **BECAUSE** the regular, frequent and thorough inspections given the plants of all members help them to prevent fires, thus materially reducing both the fire waste and the cost of indemnity.

FOR FULL PARTICULARS ADDRESS

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Portland, Ore.

Rankin-Benedict Underwriting Co.

Attorney in Fact, KANSAS CITY, MO.

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LABORERS WOODSMEY

#### WANTED

by H. C. JOHNSON CO., at Kreetan, Mich.

#### WANTED SALESMAN

calling on Hardwood, Veneer and Woodworking plants to carry profitable side line on commission. State lines you carry. Address "BOX 91," care HARDWOOD RECORD.

#### ASSISTANT MANAGER

Wanted for Michigan hardwood operation, who can later fill responsible, well paid position Preference given young man of good education. Address "BOX 107" care HARDWOOD RECORD

#### EXPERIENCED HARDWOOD SALESMAN

wanted by large manufacturer northern hard-woods; high-grade young man who understands marketing hardwoods direct to consumer. Prefer one who has had some jobbing experience and has an acquaintance with factory trade in territory around Chicago. Address
"BOX 100," care HARDWOOD RECORD.

#### WANTED SUPERINTENDENT

for rotary veneer mill in the North. Address "N. H.," care Hardwood Record.

#### WANTED HARDWOOD SALESMAN

to handle our domestic sales, calling on buyers. State territory you are familiar with. Address Box 348, Shrevepert, Louisiana

#### EMPLOYMENT WANTED

#### MAN OF WIDE EXPERIENCE

in the manufacture and sale of lumber and veneers, thorough executive, cost and efficiency expert, with best possible references, is open for position. Address
"BOX ONE," care HARDWOOD RECORD.

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Sales-Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash

GEO. W. HARTZELL, Dayton, Obio.

#### WAGON STOCK WANTED

#### I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, evenera, and reaches; and hickory and maple axles. Will inspect at shipping point, and nav cash. E. B. BROWN, 372 Bayne St.,

Buffalo N V

#### TIMBER FOR SALE

#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 feet. For further particulars address

TENNESSEE HARDWOOD LBR CO. Nashville, Teen.

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

> THOS. J. McDONALD. East Tenn. Natl. Bank Bldg., Knoxville, Tenn.

#### LUMBER FOR SALE

#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list. showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Sell ing Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

FOR SALE-CANADIAN BIRCH

140 M' 4, 5, 6, 8, 10, 12 and 16/4. THE BRADLEY CO., Hamilton, Ont.

#### **DIMENSION STOCK WANTED**

#### WANTED-WAGON HANDLES

in carload lots. Must be 1" square in the rough, lengths from 3 to 6 ft. Made from Oak, Hickory, Hard Maple, Elm or Ash. THE TOLEDO METAL WHEEL CO., Toledo, O.

#### WANTED

Hard Maple and Beech Squares 42", 44". 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO. New Philadelphia, Ohio

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories. Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street.

New York

#### WANTED

Large quantities 1% x1% x19 clear oak squares. THE NORTHERN CHAIR CO., Port Washington, Wis.

#### WANTED

Large quantities 11, x4x20. THE WISCONSIN CHAIR CO. Port Washington, Wis.

#### **LUMBER WANTED**

#### WANTED ROCK ELM

5 carloads 10/4x6 and wider 10'-16'. 3 carloads 3x6 and wider, 10'-16'.

We can ship fresh from the saw. Inspect at point of shipment. Terms cash less 2%. THE BRADLEY CO., Hamilton, Ont.

#### WANTS RED AND WHITE OAK

A Canadian manufacturing company is in the market for a quantity of plain red and white and quarter-cut white oak, 3/4 to 8/4, and will contract for entire cut in these woods in No. 2 common and better grades from either small or large mills. Send particulars of quantity and where located, and best price f. o. b. cars at shipping point. Address

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#### WANTED

100,000 feet 4/4 sound wormy Chestnut. S. BURKHOLDER LBR. CO., Crawfordsville, Ind.

#### MACHINERY FOR SALE

#### FOR SALE

- 1 No. 46 Berlin Twin Matcher and double Surfacer, 30"x6"
- 1 No. 114 Berlin Inside Moulder and Matcher, 15"x6"
- 1 H. B. Smith 8" Moulder or door sticker. Will be sold cheap for cash, for immediate shipment.

For further particulars inquire of YELLOW POPLAR LUMBER CO., Coal Grove, O.

#### DIMENSION STOCK FOR SALE

#### FOR SALE

Hardwood Squares and Hardwood Dimension, Birch, Maple, Beech, White Ash, Brown Ash, Poplar and Elm.

Send us specifications and we will quote RAY LUMBER CO., Ray, Maine.

#### FOR SALE

50,000 feet clear hard maple and beech squares, 6/4x6/4-18" to 48" lengths.

THE WOLF-LOCKWOOD LUMBER CO.,

Grand Rapids, Mich.

#### TIMBER LANDS FOR SALE

#### VALUABLE TIMBER LANDS AND MILL

FOR SALE

The cet to of J. A. Stevens recently decased left court 1950 verse at Valuable Timber Lunds in Belyader, Verment which is now offered for sale at a low valuation.

Estimated stumpage 12 to 16 million feet, about equally divided between hard and soft woods. Much of the Spruce is virgin timber of first quality. The hardwood contains a large amount of choice old growth Birch and Maple.

The lowest price ever placed upon this property by Mr. Stevens was \$40,000, but the entire property including new Mill, substantially built and up to date, with steam and water power, tenement houses, &c., will be sold for \$35,000.

Terms, \$10,000 down balance easy terms.

Mill seven miles from either Boston & Maine or Central Vermont R. R. station at Cambridge Junction. Excellent road with very little up grade.

Three other adjacent tracts of Timber Lands, aggregating with the above about 12,000 acres and having an estimated stumpage of 50 to 60 million feet, are in the market and taken together constitute one of the largest and best spruce and hardwood lumber properties in Vermont.

For further particulars, address

C. S. PAGE, Hyde Park, Vt.

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#### PHILADELPHIA VENEER & LBR. CO., INC.

On Wednesday, Nov. 5, 1913, at 2 30 o'clock P. M., on our parmises in Kneaville, Fenn, we will ofter at public anction our entire plant and property carners occupied and used as a sawmill and manufacturing site in the city of Knoaville, Tean, with shipping facilities over two lines of railread. Plant contains about ten acres of land and having located thereon one two-story office building, one sawmil, one brick boiler and engine reon, one single and one double lenk dry houses, one cigar box mill, one brick boiler house, three warehouses and one blacksmith shop.

In the list of machinery is one 18x36 Bates Corliss engine—225 H. P.; one 6x12 Mundy, single cylinder, single drum engine, with boiler, one 18 H. P. Backus gasoline engine, and other valuable machinery.

The sale will be made in three ways: First, the machinery, equipment and personal property will be offered in separate parcels and as a whole, then the real estate, machinery and equipment, including the Bates Coriliss engine, will be offered as a whole.

The plant and property will be open to inspection every day between now and the time of sale. For further information address

PHILADELPHIA VENEER & LUMBER CO.
INC. OF AKERS AUCTION CO. Knowlib.
Tenn.,
TRUSTEES.

PHILADELPHIA VENEER & LBR. CO., Inc.

100,000,000 FT. STUMPAGE AND

band in the complete of the Rev. Sec. (April 1997) and the complete with 245 miles R. R. Price \$435,000. Write for particulars. This is the bragest structure of the complete of the complete

#### MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of Hanowoon Record. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.



For sale by HARDWOOD RECORD, 537 S. Dearborn St., Chicago, Ill. 50 CENTS EACH.

#### The Logical Location for Wood-Working Factories

With the scarcety of finites in veri leval iny and the ever increasing democial field highest wages among employees, doubtest verification very level of embedding very level of embedding very level of the profits you once made

If you are manufacturing furniture, carriages, anomaloi parts barries in lower tasts of any product the Southeastern States of Virginia, North and South Carolina, Georgia, Florida, Alastic the South Carolina, Georgia, Florida, Alastic tasts of the self-record to the self-record

Power is furnished at very reasonable rates while labor is plentiful at a very favorable wage scale. Labor troubles are practically unknown in the South.

unknown in the South.

Along the Southern Ry., Mobile & Ohio R. R. and Georgia Southern & Florida Ry. at many (1).

Inducements for the location of new industries. We can proceed in forth the control of the industries of the process of the control of the industries of the indust

M. V. RICHARDS Land and Industrial Agent

#### SOUTHERN RAILWAY

Room 305 Washington, D. C.

#### CHICAGO

#### E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG.

HAR, 1187

## Osgood & Richardson

NORTHERN AND SOUTHERN HARDWOODS

Chicago Agents: LAMB-1 ISH LUMBER CO.





CHICAGO



## MAKE BOX SHOOKS LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From the trock is at a core but Low. Waste to the Lower Corriect Machinery. The Peter Gerlach Co., Cleveland, O.

The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.

## American Forest Trees

By Henry H. Gibson

Edited by Hu Maxwell

"AMERICAN FOREST TREES" is a comprehensive work of more than seven hundred pages, illustrated by more than one hundred full page pictures of forest types of tree growth, and hundreds of minor pictures.

It answers every question worth asking about the infinite variety of forest growth in this country, and the utilization of these woods in lumber and other forms. The opinion of an

expert on this work is:

"AMERICAN FOREST TREES" is the foremost contribution that has ever been made to American forest and lumber literature.

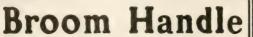
The price of this work is Six Dollars (\$6.00) net. It will be sent on receipt of price, prepaid, subject to return and refund of payment if it does not prove satisfactory.

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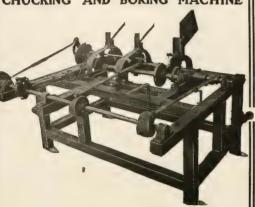
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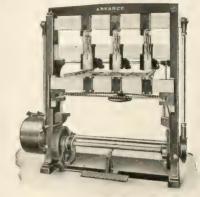


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From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak. We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer



## PUTNAM VENEER & LUMBER CO.

ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

## Custom Mill Work, Storage, Inspection

ON

#### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

## Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

Wausau, Wis.

## VENEERS AND PANELS

## FOR SALE Veneer Plant of The Maley,

Open bids will be received at the office of Charles T. Greve, Referee in Bankruptcy, 22 Carew Building, Cincinnati, Ohio, at 3 p. m., on the 19th day of November, 1913, for the plant of The Maley, Thompson & Moffett Company, including lot, building and machinery, a description of which follows:

Location-N. E. Corner Eighth and Evans streets, Cincinnati, Ohio.

Dimensions of Lot—465 feet by 303 feet.

Main Building-Reinforced concrete floor 120 feet by 190

Machinery—One Smith, Meyer & Schnier 8 ft. Band Saw Mill, complete, with log Turner—Steam Nigger—Gang Edger Trimmer and Electric Driven Slab Saw and Filing Machinery and Log Derrick.
One 12 ft. Hayes Veneer Slicer and Grinder.
One 8 ft. Capital Veneer Slicer with Grinder.
Three Smith, Meyer & Schnier Veneer Saws, Steam Feed

One Clement Band Resaw.
One Towsley 24-inch single surfacer.
One Fay & Egan Self Feed Rip Saw.
One Reliance Direct Connected Electric Drive Cut-off Saw.
One Smith Veneer Drive with Automatic Engine Drive.
Complete Dues to extensive the separate concrete Complete Dust collecting system with separate concrete

Dust House.
Tools and Equipment complete.
Log Derrick, hand power.

Each machine is directly driven by separate motors of varying capacities.

Power Plant-One-story brick and concrete 30 ft. by 55 ft. Engine Room-One St. Louis Corliss Engine 22" by 48"

about 500 H. P. One Allis-Chalmers 250 K. W. Generator A. C. Switch Board, Exciter, etc.

Boiler Room-One-story Brick and Concrete 36 ft. by 48 ft.

Two McIlvain & Spiegel Boilers. One Brownell Boiler with pumps and complete equip-

Stable, Blacksmith Shop, Lumber, Shed, etc.

Whole appraised at \$100,000.00.

The real estate is subject to an annual ground rent of \$1,947.00, payable quarterly, with privilege of purchase for \$34,000.00. Purchaser to assume ground rent. Bids to be taken:

On the real estate, plant and machinery as an entirety.
 On the real estate and plant separately.

On the machinery separately.

Terms cash, with twenty days in which to examine the title, buyer to pay all taxes due and payable after date of sale. Right reserved to reject any or all bids. Sale subject to confirmation by the Referee at a meeting of the creditors to be held at the said office on the said date.

PECK, SHAFFER & PECK and HARRY L. GORDON.

Attorneys for Trustee.

CHARLES T. GREVE, Referee in Bankruptcy.

FRANK H. SHAFTER. Trustee in Bankruptey.

## **Hoffman Brothers Company**

Sliced and Sawed, Quartered and Plain Red and White Oak

Walnut

Cherry

Ash

Maple

Let us Send You Our Stock List FORT WAYNE, IND.

CIRCASSIAN

MAHOGANY

WE IMPORT

WE MANUFACTURE

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS, MICH.

## READY TO LAY

Dimension Stock cut to your sizes in 1/20 Sliced Quartered Oak and Mahogany

MATCHED, JOINTED AND TAPED

We also manufacture a full line of highgrade, rotary-cut veneers, making a specialty of exceptionally fine poplar.

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White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

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We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

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Hugh McLean Lumber Co.

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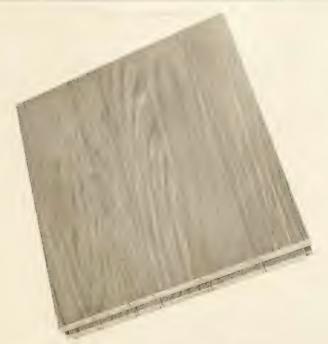
HARDWOODS OF ALL KINDS

893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.







## A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

To the on's lumber in annua tures who accunot be sold unless they put a price on it that is now offered a fine opportunity to dis-

pose of the limiter by raking it up interest, flooring sources like the illustration.

## Linderman Automatic Jointer Gluer, Clamper and Sizer

Schared to the exact and the Astron littories and the consistent into in the two sides and ends. The domind to these thorough signals is steedly at excess of the present company Still theories exertal Southern manufactures making this theories of the present company Still theories to flees the Astronomy Volk (in waits a good in 19 and badle of the Astronomy Brown Squares The prices it offers will not you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

Write today and an arrangement of the contraction of

Write today or untiber intormation and a well except a the certails of the market, cashe turing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

## Linderman Machine Company

MUSKEGON, MICHIGAN Woodstock, Ont.

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Manufacturers Old-Fashioned

In Wide Stock. Specialty

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**Poplar** 

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OR DISCRIMINATING BUYERS wanting a Clear Board for first class shelving and other similar purposes there is nothing that will surpass our CLEAR HEMLOCK. It is bright in appearance, light in weight and is odorless and durable. We make it in 6", 8", 10" and 12" widths, as also 13" to 20" wide. In addition to this, we have all other grades in Hemlock Boards. Also you should try the soft quality of our Smoky Mountain Chestnut. In No. 1 Common and Better grades we can supply it 60% 14' and 16' lengths. The widths are most desirable and the manufacture perfect. Also we have a nice assortment of 5/8" Panel Poplar 28" to 36" and 36" to 44" wide or can be assorted in widths as may be desired. This is the genuine soft yellow Smoky Mountain Poplar. Also do not forget we are in position at all times to cut to order high grade Poplar, Ash and Maple.

> WE SOLICIT THE BUSINESS OF DISCRIMINATING BUYERS FOR ALL HIGH GRADE SMOKY MOUNTAIN HARDWOODS AND HEMLOCK

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STOCK DRY-STANDARD GRADES-BEST MANUFACTURE - CAR OR CARGO SHIPMENTS

#### WE OFFER

All Kinds

OF

Hardwood and Hemlock Lumber

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Flooring, Lath AND

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MANUFACTURERS OF BAND SAWED

POPLAR QUARTERED OAK PLAIN OAK CHESTNUT **BASSWOOD** 

SPECIALTY QUARTER SAWED WHITE OAK

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Nineteenth Year, Semi-Monthly.

CHICAGO, NOVEMBER 10, 1913

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We manufacture almost all we sell—we are first hands.

Our delivery points are scattered and prompt shipments our aim. Get in touch. We'll do you good.

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# For Quick Shipment

5 cars 4/4" 1s & 2s Q. W. O.
3 cars 4/4" No. 1 Com. Q. W. O.
3 cars 4/4" Clear Q. W. O. Strips, 4 to 5½".
1 car 4/4" Clear Q. W. O. Strips, 2½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 2".
4 cars 4/4" 1s & 2s Plain W. O.
3 cars 4/4" No. 1 Com. Plain W. O.
4 cars 4/4" No. 1 Com. Plain R. O.
7 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 2 Com. Plain R. O.
1 car 5/4" 1s & 2s Plain R. O.
5 cars 4/4" No. 2 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
6 cars 3/4" 1s & 2s Plain R. O.
7 cars 3/4" No. 1 Com. Plain R. O.
8 cars 3/4" 1s & 2s Plain R. O.
9 cars 4/4" No. 1 Com. Plain R. O.
9 cars 4/4" No. 1 Com. Plain R. O.
9 cars 4/4" 1s & 2s Plain Red Gum.
1 car 4/4" No. 1 Com. Plain Red Gum.
1 car 5/8" 1s & 2s Plain Red Gum.
2 cars 5/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Sap Gum.
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1 car 4/4" 1s & 2s Cottonwood, 6" to 18".
1 car 4/4" Cottonwood Box Boards, 9 to 12".
2 cars 4/4" Cottonwood Box Boards, 9 to 10".
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Just look over the following items of Specially Manufactured Furniture Stock. Band Sawed, Perfectly Edged and Trimmed:

80,000′ 4/4 End Cured Winter Sawn White Maple

5,000' 5/4 End Cured Winter Sawn White Maple

5,000' 6/4 End Cured Winter Sawn White Maple

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40,000' 5/4 Selected No. 1 & Better Birch 250.000' 1x4 & Wider Pine Crating (85% 6" & over)

> A Postal Card Will Bring Prices That Will Warrant Your Orders



Ludington Michigan



FAMOUS FOR HARD MAPLE AND GREY ELM

# BASSWOOD

We Offer for Prompt Shipment

1 x 4 Clear Strips	0 M
1 x 6 1's and 2's	0 M
$1 \times 7$ and $8''$ 1's and 2's	4 M
1 x 3 No. 1 Common	5 M
1 x 4 No. 1 Common 5	0 M
1 x 5 No. 1 Common 5	0 M
1 x 6 No. 1 Common	0 M

Oct. 15, 1913

# COBBS & MITCHELL, Inc.

CADILLAC

MICH.

# Mitchell Brothers Co.

# MICHIGAN HARDWOODS

Cadillac, Mich.

Oct. 15, 1913

	1.7	& 8 Basswood, 1s & 2s
1	14	Basswood, Clear 13 M
		Basswood, No. 1 Common 11 M.
1	X6	Basswood, No. 1 Common 17 W
4	1/4	Birch, 1s & 2s, Red 16 M
		Birch, No. 3 Common 47 M
-	1/4	Cadillac Gray Elm 1s & 2s100 M
- 4	1/4	Cadillac Gray Elm, No. 1 Common100 M
6	1/4	Cadillac Gray Elm, No. 2 Common 88 M
		Rock Elm, No. 2 Common & Better 7 M
		Soft Maple, No. 3 Com 9 M
4	1/4	White Maple, end dried (clear) 10 M
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KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

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1 TO 6 INCHES THICK WRITE FOR PRICES

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30,000 ft. 6/4 No. 1 C. & B. Basswood 50,000 ft. 5/4 1st & 2nds Basswood. 75,000 ft. 5/4 No. 2 C. & B. Birch 20,000 ft. 6/4 No. 2 C. & B. Birch 100,000 ft. 6/4 No. 2 C. & B. Beech 40,000 ft. 8/4 No. 2 C. & B. Beech

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We operate large band mills at Huttig, Ark., and Deering, Mo.

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We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

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# Ready for Shipment

Ten cars

4/4 No. 1 Common & Better Birch

Five cars

6/4 No. 1 Common & Better Birch

Two cars

8/4 No. 1 Common & Better Birch

Two cars

4/4 No. 2 Common & Better Ash

Three cars

4/4 No. 1 Common & Better Soft

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4/4 No. 2 Com. & Better Basswood

Above cut from virgin timber. Grade and manufacture are first class.

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Also Stile and Rail veneers in these woods, cut to your widths; ½", 3/16", ½". And, 1/28", 1/24", 1/20", 1/16", wide veneer for panel faces in Oak, Circassian Walnut, Mahogany, and Birch.

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We Want Orders for the following Dry Stock:

WHITE OAK-Plain or Quartered.

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Always carry large well assorted stock of all kinds of Hardwoods.

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3 cars 4/4 No. 1 Common Poplar, 7" & up 2 cars 4/4 Clear Sap Poplar, 7" & up 1 car 4/4 Select Poplar, 7" & up 1 car 4/4 1 & 2 Red Oak, 10" & up 1 car 4/4 1 & 2 Chestnut

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We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YELLOW PINE, HEMLOCK BARK, ETC.

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Manufacturers and Shippers of

Appalachian Hardwoods

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# "THE VERY BEST"

ASH, BUCKEYE. RED BIRCH, CHESTNUT, GUM, RED OAK, WHITE OAK, PINE, POPLAR and WALNUT

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You probably don't know that we are now Manufacturing in White and OAK Red Plain and Quarter-Sawed OAK

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12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

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What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service vourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record

Chicago

# Do You Use Poplar?

If you do, you want stock that is soft in texture and easily worked. WE HAVE IT.

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## The Mowbray & Robinson Co., Cincinna Obio MANUFACTURERS OF

PLAIN AND QUARTER-SAWN OAK AND POPLAR MILLS Quicksand, Ky. Viper, Ky. West Irvine, Ky.

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30 Cars 4/4 1st & 2nds Birch

20 Cars 4/4 No. 1 Common Birch

15 Cars 4/4 No. 2 Common Birch

3 Cars 4/4 1st & 2nds Maple

22 Cars 4/4 No. 1 Common Maple

25 Cars 4/4 No. 2 Common Maple

5 Cars 6/4 No. 1 C&B Maple

18 Cars 8/4 No. 1 C&B Maple

14 Cars 4/4 No. 1 Com. Basswood

12 Cars 4/4 No. 2 Com. Basswood 4 Cars 5/4 No. 1 C&B Basswood

Scott & Howe Lumber Co. WISCONSIN, Medford Lumber Co.

# TEARN C"PROMPT GOOD O LUDINGTON O GRADES HARDWOOD SPECIALISTS

Look over this full assortment of dry stock for prompt shipment.

When you order be sure to specify

## LOWER PENINSULA SOFT GRAY ELM

The wood that made Michigan famous.



Thick Elm, Showing Method of Piling

## Dry Soft Gray Elm

40M 4/4 FAS.

55M 6/4 FAS. 35M 8/4 FAS.

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35M 4/4 No. 1 Com.

45M 6/4 No. 1 Com.

25M 8/4 No. 1 Com.

40M 12/4 No. 1 Com. 25M 10/4 No. 1 Com. & Btr.

17M 16 /4 No. 1 Com. & Btr.

The QTEARNS SALT & LUMBER CO. LUDINGTON, MICH.

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WE PRODUCE OUR OWN STOCKS

## **Our Specialties:**

Cottonwood—Red and Sap Gum

0ak Plain and Quartered Red and White Three Ply Red Gum Panels

## A Few Items We Want To Move

- 9 cars 4/4" x 13" to 17" Cottonwood Box Boards.
- 8 cars 4/4" x 13" to 17" 1sts & 2nds Cottonwood.
- 7 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.
- 2 cars 3/8" x 6" & Up 1sts & 2nds Sap Gum.
  3 cars 5/8" x 6" & Up 1sts & 2nds Sap Gum.
  4 cars 3/4" x 6" & Up 1sts & 2nds Sap Gum.
- 5 cars 4/4" x 6" & Up 1sts & 2nds Sap Gum.
- 4 cars 4/4" x 13" to 15" 1sts & 2nds Sap Gum.
- 3 cars 6/4" x 6" & Up 1sts & 2nds Sap Gum.
- 5 cars 4/4" x 18" to 22" 1sts & 2nds Cottonwood. 5 cars 4/4" x 6" & Up 1sts & 2nds Red Gum.
  - 4 cars 6/4" Log Run Soft Maple.
  - 5 cars 12/4" Log Run Southern Elm.
  - 5 cars 4/4" 1sts & 2nds Plain Red Oak.
  - 3 cars 4/4" No. 1 Common Plain Red Oak.
  - 1 car 4/4" No. 2 Common Plain Red Oak.

WRITE US FOR PRICES

# ANDERSON-TULLY COMPANY

Memphis

**BOX SHOOKS and VENEERS** 

# NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES

# Farris Hardwood Lumber Co.

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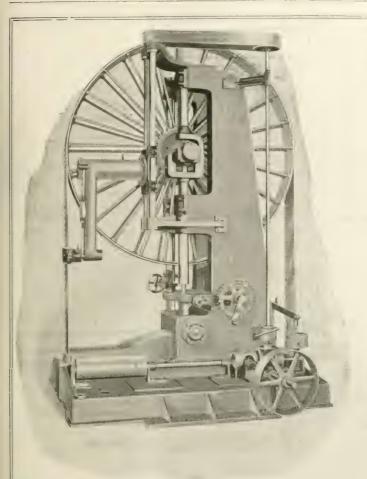
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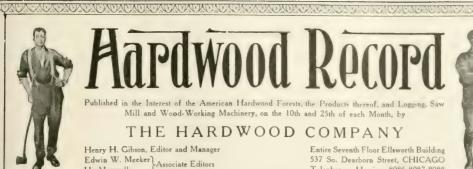
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# Aardwood Recor

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CHICAGO, NOVEMBER 10, 1913

No. 2



# Review and Outlook



## General Market Conditions

N ADDITION TO OTHER UNDESIRABLE INFLUENCES. trade conditions in general throughout the past two weeks have been affected more or less by a further circumstance, namely, the political agitation which has been fairly keen pretty generally throughout the middlewestern and eastern states. In New York especially there has been a fight which will go down in history as of extreme importance to that community. The importance of the struggle was so fully recognized that it engaged the close attention of the entire community with the result that it had some direct bearing upon actual business conditions. However, New York was but one instance of the many cases where politics has had its effect, so that in the aggregate it can be said that the political turmoil has added to the general uncertainty of the business situation. However, this influence is now a thing of the past and one more reef has been safely essayed so that the ship of business is now a little nearer to the safe harbor of normal business conditions.

To say the least, reports are conflicting as to the general economic condition of the country, business conditions in a broad way and the lumber business specifically. Such men as J. J. Hill, former president of the Great Northern Railroad and well-known as a leader in a big business organization, have issued statements comparatively recently tending to indicate that the very trend of business is wrong, and that until we get headed in the right direction we cannot hope for much more encouragement. On the other hand, we have promising reports from other industrial leaders and excellent statements from various communities as to building operations and probable returns. For instance at Memphis it is stated that bank clearings excecded the clearings for October, 1912, by over \$2,000,000, and that actual shipments of cotton and prices received were most gratifying.

We are warned, however, by those who are prone to affect a thorough understanding of the deeper phases of business in general that the recent developments in Mexico must be taken into account, and that they will have a grave effect upon the progress of commerce in this country. It is stated that in the event this country were drawn into a conflict with Mexico it would cost a million or two dollars a day, which would have to come from the people, with the result that there would be less money available for ordinary business and industrial activities. Unquestionably a conflict of this sort would be an expensive one, but HARDWOOD RECORD is of the opinion that it would not have any very material bearing on the financial situation of the country. In fact it is altogether likely that provision has already been made to finance any effort of intervention that might be made, without disrupting business,

Generally speaking, there is not much change in the aspect of the

country's condition, and this can also be said of the lumber business. The positions of the various woods continue to be about the same as they were two weeks ago, and the demand from the various sources is about in conformity to demand as last reported. It is unquestionably a fact that the comparative scarcity of money and the indisposition on the part of the bankers to finance industrial and business propositions at a reasonable rate of interest is being felt in building circles. This is especially true of speculative building, such as flat buildings, two-family houses, etc., which of course really does have a direct and noticeable effect upon the lumber business as far as building lumber is concerned.

It is unquestionably true that buying is off, but hardwood men as a general thing are not reporting the same condition as are concerns manufacturing and dealing in building lumber alone. In fact, as far as values are concerned hardwoods continue to offer a solid front. Prices have not improved nor are they likely to improve in the immediate future, but with the present condition of stocks at the mills and the entire likelihood that this condition will continue indefinitely, there is no reason to believe that millmen will make any further

In the South favorable operating conditions have allowed the millmen to secure a very nice assortment of stock, but nowhere is there any report that the supply is at all a justification of alarm, and in fact, it is fairly generally reported that the actual amount of lumber on hand is not above normal.

The recent reports of the two northern associations offer excellent proof that stock conditions at the northern mills continue to be entirely in accordance with the desires of northern operators. A further proof is seen in the complaints of the wholesale element that they cannot secure the stocks they want at the prices they are willing to pay, which would indicate without much chance of doubt that there is nothing remotely resembling a condition of panic among northern operators.

Recent developments aiming toward an organization of the gum interests, and facts brought out at the recent conference of gum manufacturers, has had a favorable effect upon the gum situation. As heretofore reported, it was developed at the conference that the actual stock on hand was not nearly as alarming in its total quantity as was expected. The prospects of an organization, the purpose of which would be the broadening of the demand for gum, has had a still further favorable effect upon the holders of red and sap gum, and it is highly probable that with the definite organization, that in all likelihood will be effected on the fifteenth of this month. actually a fact, the position of this most excellent wood will be still further strengthened. It is off now, but the feeling is slightly more optimistic regarding the future prospect of gum than it has been for some little time.

In oak there has been a really noticeable improvement in the lower grades, without any corresponding weakening of the upper grades. The better grades of oak are still slightly off, but there is no logical reason to believe that there will be any further weakening.

The lower grades of gum, cottonwood and poplar are seemingly having an excellent call from the box makers, who seem to be doing an active business.

Without being unduly optimistic, it is safe to say that the last two weeks have brought forth no new developments that could be used as excuses for the belief that the lumber business is in any worse shape than it was two or three weeks ago. It is true that promised renewal of activity has not yet begun to materialize, but it is also true that no further stagnation has been noted and the policy seems to be a waiting one with the multitude of small orders and without any apparent tendency on the part of the buying trade to commit itself to the purchase of any large blocks of stocks. It is entirely likely that this situation will continue to be predominant for some little time to come.

The Prophecies of James J. Hill

J AMES J. HILL, THE VETERAN RAILROAD BUILDER, and a specialist in statistics, sounded a note of caution, if not of warning, in a speech delivered at a recent meeting of bankers in Chicago. The point in the leading paragraph of his address was that "less than a year's subsistance stands between man and starvation." To prove his point he quoted figures showing production and consumption of wheat, and he showed that the margin of safety, on the face of the returns, is small.

There is nothing new in this. The world has had only one year's supply of food ahead at a time since the earliest records of civilized man. Barbarians and savages seldom have that much, and often food for only a day or two. It took extraordinary exertion in the time of Joseph for the Egyptians, on the most fertile land in the world, to grow enough grain in one year to last two. The farmers, considered for all countries, have never produced much surplus of grain, and they are not doing it now. It is not necessary that they should. There is no occasion to lay by vast stores of food, beyond the year's needs. It would deteriorate, mildew would attack it, worms would infest the granaries, and nothing would be gained in the end. We expect seedtime and harvest to continue. If some great extramundane catastrophe, like the Glacial Age, should blast the land and upset nature, we would all have to die anyhow, whether we had an extra supply of wheat laid by or not, but this state of affairs is not anticipated.

The famines of ancient times and of the middle ages were due to lack of transportation facilities rather than to universal, or even a very general, failure of crops. A rainless season in a certain region brought famine because supplies five hundred miles away were entirely inaccessible. That cannot happen now. Grain can be carried half way round the world without prohibitory increase of price. There is no immediate cause for alarm on account of threatened drought or because of exhaustion of soil of farm lands.

If the ordinary sources of fertilizers and the nitrate beds of South America should prove inadequate, the by-products of coke ovens, the saving of which is now well understood and extensively practiced, will meet much of the need for fertilizers; and if that fails, the fixation of atmospheric nitrogen has no limit, as far as science can predict. Grain crops cannot fail, through sterility of land, as long as the earth has an atmosphere, for exhaustless stores of fertilizers are procurable there. At this time a vast hydro-electric plant for the fixation of nitrogen is under construction in the interior of Iceland. Fertilizers made from arctic air will enrich the wheat fields in any part of the world. The same work can be carried on in all countries that have water power, and it is being carried on in many places-at Niagara Falls, in the Southern Appalachians, in Italy, and elsewhere. The specter of universal famine has no excuse to stalk abroad in these days.

There appears to be really more demand for serious thought in considering the second warning or caution given by Mr. Hill, when

he said that the people are spending too much money; cities and corporations are recklessly going in debt, and enterprises-some of which do not deserve the name-are being over-capitalized; stocks are sold and bonds issued with inadequate security, and speculation is reckless. Wall street, according to Mr. Hill's figures, sold new securities in 1912 to the amount of nearly \$7,000,000 for every business day in the year. The bankers who listened to the address were warned of rocks ahead unless the course of speculation was not speedily directed into safer channels. Overbonded business was pointed out as one of the country's greatest perils, and the speaker insisted that this condition is growing worse at such a rate that the limit of safety in many quarters has been passed. His speech was largely wanting in optimism, and was pitched somewhat in the key of the "Lamentations of Jeremiah" sounding warnings to the reckless and headstrong inhabitants of Jerusalem. Let it be hoped that Mr. Hill's predictions will not prove as true as Jeremiah's did.

## Cover Picture

THE PICTURE ON THE COVER of this issue HARDWOOD RECORD shows a fine example of the installation of a Kraetzer Preparator at the plant of C. L. Willey, Chicago. This apparatus has been previously discussed in HARDWOOD RECORD.

There is a growing interest on the part of manufacturers in the use of this equipment for steaming green or partially dry lumber under pressure to insure its quick and accurate seasoning. With the increased number of installations in various parts of the country there is a growing popularity of lumber treated by this method. Users of all varieties are fast learning that they can kiln-dry Kraetzer-cured lumber product in less than one-half the time required to kiln-dry unsteamed wood. Besides that, the treatment insures uniform tone, absolute freedom from stain and seasoning defects, lighter weight and very much improved milling qualities.

The equipment here pictured is employed in handling walnut, vermillion and black walnut, but in other Kraetzer Preparators at lumber manufacturing plants in various parts of the country, red gum, tupelo, cypress, red oak, white oak, beech, birch, maple, sycamore, elm and other varieties of wood are successfully handled. The apparatus is just as efficacious in handling soft woods as it is in hardwoods.

The equipment here shown has a capacity of handling well towards 100,000 feet of lumber in ten hours. It constitutes the latest and most efficient process known for the quick and accurate seasoning of all varieties of lumber.

## A Logical Method

THE LUMBER TRADE has felt that the efforts of the railroads to effect a horizontal increase of five per cent in the general freight rates of the country would work a gross injustice upon them because it appeared from reports that it would be very difficult to combat such advances. The reason for this difficulty would have been the fact that such advances as originally proposed were to have been general and without any consideration of different classes of commodities. The Interstate Commerce Commission, however, has seen the wisdom of passing upon the question of the advances on the individual commodities and has suggested that the railroads file supplements of the existing tariffs advancing specific rates as they desire, following which the commission will investigate the reasonableness of each proposed advance rather than of the general ad-

It is reported that the railroads are now filing such supplements and that numerous advances on lumber rates have already been filed. It is assumed that all lumber rates in the country are to be included. The wisdom of such a course is readily seen when it is learned that the Interstate Commerce Commission will suspend these tariffs pending hearing upon each. If the time of suspension is too short to get around to a consideration of the total number of individual tariffs a further suspension will be granted on such tariffs as have not been considered, which will be long enough to cover a period sufficient to go over the entire matter in this individual way.

It can readily be seen that the ultimate decision as handed down by the commission, will be based on a much fairer consideration of

the question than if the general advances were taken up as a single question, and conditions in one industry forced to apply on other industries. It is a well-known fact that some industries in some sections of the country can much better stand increases in freight rates than can other industries located in other parts of the country. Shippers can feel even more secure in their position because of the fact that Attorney Louis R. Brandeis has been delegated to represent them. He will co-operate with representative shippers in preparing such arguments as they wish to present. It is suggested that because of the possibility of overlooking the matter of suspending some of the advances, shippers themselves protest to the commission asking for such suspensions on specific tariffs which will be ordered immediately without protest. This of course is merely a formality.

Thus the shipping contingent of the country, including the big interests in the lumber business, will be assured of a fair and impartial trial of the question of the advancement of freight rates.

Of Paramount Importance to the Lumberman W FILE THE NATIONAL CONSERVATION CONGRESS origenally started with the purpose of conserving the timber resources of the country, it has spread to such proportions that the average lumberman considers it to be of rather too wide a scope to be of direct importance to him. The congress as it now exists embraces the conservation of many resources other than the actual timber of the country, but the conservation of the timber has been considered of such paramount importance that a special forestry committee has been maintained and special thought is given at each congress to work out the problems directly affecting the future supply of timber and other conditions that have an intimate connection with the forests of the country.

It is announced that in order to give ample time for the presentation and discussion of sub-committee reports, the forestry committee of the fifth National Conservation Congress will start its sessions at the New Willard hotel, Washington, D. C., on November 17, a day ahead of the opening of the congress itself. The forestry committee meetings will be working forums to add to the findings of the ten sub-committees and results of work along these lines should be interesting to every lumberman and forester because they have a direct bearing on their industry or profession.

Considerable interest is being manifested by lumber manufacturing associations in the conservation congress, and in fact several of them have at recent conventions delegated individuals who will be sure to attend the various sessions of the congress at Washington.

The purpose of arranging for the advance meeting of the forestry interests is two-fold. In the first place by so doing the various questions pertaining to the conservation of the forests, the creation of perpetual timber supply, and the complete development of water power will have a discussion conforming to the importance of those questions. On the other hand, by completing such discussion before the regular sessions, lumbermen and foresters will not be compelled to miss other sessions of the congress.

With this interest in their welfare shown by those in charge of the National Conservation Congress in evidence, lumbermen should consider that the workings of that highly important organization should be of sufficient interest and value to them to warrant at least giving it their moral support.

## Another Indication of Efficient Work

THE FACT HAS BEEN DEPLORED on the part of the lumber trade that the Census Bureau, because of lack of sufficient funds, will not continue the compilation of lumber statistics. The loss of such statistics while probably not effecting any direct hardship on the lumber trade, would be a distinct loss to that branch of the business body of the country.

The National Lumber Manufacturers' Association has accomplished a great many important things in the past, of direct value to the trade that it represents. It now comes to the front and announces that it has arranged with the Bureau of Statistics of the Department of Agriculture to continue the work of gathering statistics with such co-operation as the associations affiliated with the National Lumber Manufacturers' Association can give.

According to the plan the gathering of statistics will be even more complete than it has been in the past as reports will be asked from all sawmills in the country doing a commercial business, but not to include as many of the unimportant mills as were covered by the census' report. It is hoped that by close co-operation the by the Census Bureau.

Thus is seen another instance proving to the lumber trade the value of efficient association work.

Securing the Architects' Support

ON ANOTHER PAGE IN THIS ISSUE of HARDWOOD RECORD is published an account of a banquet that was given at St. Louis a few days ago by the Lumbermen's Club of St. Louis, at which there were in attendance by special invitation seventy leading architects. The idea was conceived by a prominent lumberman of St. Louis that by getting in direct personal touch with the architects and endeavoring to show them the real condition of affairs as applied to wood and the various substitutes of wood, a change of sentiment could be effected which would react to the lasting benefit of the lumber business. The sentiment as expressed by the architects both during and after the gathering was ample proof that the meeting was not only thoroughly justified but was also a complete success. The value of this gathering, however, does not lie so much in the mere fact that it occurred but rather in the fact that it offers a highly valuable suggestion to the numerous other organizations representing the lumber trade in various committees throughout the country. It is true that the meeting was directly in the interests of yellow pine but it is equally true that the same beneficial effects could be had by inaugurating a similar idea in the interests of various other domestic woods.

It is unquestionably a fact that to win the co-operation of the architects of the country would mean creating a much more comprehensive idea of the value and proper uses for forest products. It might prove entirely feasible to expend a portion of the money now available for general advertising purposes for just this kind of propagandist work, which would insure getting directly in touch with the architects themselves and placing before them just the kind of information which the trade is endeavoring to put into their hands through other means. Unquestionably, also, such a method would make a more profound impression upon the architect than would the issuance of the same information in a more indirect way. It is certainly an idea worth trying out more fully,

## A Promising Congressional Visit

LARGE COMMITTEE of Congress, to some extent selfappointed, will soon visit the southern Appalachian region to study the question of buying land to establish forest reserves. Such lands have been bought on a small scale under the terms of the Weeks law; but the funds for making the purchases have been somewhat grudgingly furnished by Congress, and many senators and congressmen have been lukewarm in their support of the whole proposition. A visit of two or three dozen national lawmakers to the region where the land purchases have been made will unquestionably result in good. Many congressmen are only slightly acquainted with the southern mountain ranges and cannot fully appreciate the questions involved in the purchase of forest lands in that quarter. Their growing interest in the subject is evident from their purpose of paying an extended visit to the region where they can study the problems at first hand.

Under the strict interpretation of the Constitution, forest lands could not be bought for the purpose of conserving the timber supply; but such lands may be acquired to protect or improve navigable streams. It is on that ground that the purchases are made. Everybody knows that the protection of growing timber, and the securing of future supplies, are important results which will follow the practice of forestry methods on the high southern mountains; but if that were the only result expected the lands could not be bought with money appropriated by Congress.

The protection of the lower courses of the navigable rivers will follow the improvement of forest conditions near the sources of the

streams. 'A good soil cover stores water in time of storms, and pays it out slowly afterwards, causing a steady flow lower down. Good cover likewise checks excessive washing of soil and sand into the streams, and the consequent formation of bars to interfere with navigation. These matters have been so widely discussed through the press and in speeches and lectures that they are now very gener ally understood.

Purchases thas far made in New England and the South under the Weeks law include very small areas in comparison with the whole region that ought to have protection against excessive cutting of timber and destructive burning. Fortunately, many holders of timberland are giving their property protection. They lumber intelligently and guard as well as they can against fires. This is a valuable assistance to the government in what it is doing. Many lumbermen, on the other hand, care nothing for the land and are interested only in skinning it to the last sapling, and then leaving it a prey to fire and storm. It is land of this class that is being purchased under the Weeks law. Forests will be restored where possible, and in years to come these tracts will bear merchantable timber; but if they are left to the mercies of fire and storm, after the lumberman has done his worst, the future will find them barren rocks or gullied gravel piles.

Many interesting things will come to the attention of the congressional visitors when they make personal examination of the wild lands among the mountains.

## Some Startling Figures

I T HAS BEEN ANNOUNCED by the proper authority that the manufacture of freight cars during the year 1913 will be far below the manufacture of such cars during 1912. It has been argued by the railroads that they needed funds to be derived from the proposed increases in freight rates, and it also has been argued on the other hand by shippers that such demand for increases were arbitrary and uncalled for. The facts, however, regarding freight car construction would indicate there is some truth in the assertions of the railroads.

According to report, the number of freight cars manufactured during 1913 will not aggregate over 100,000 as against 235,000 during 1912. According to the same report, up to September 30, 1913, there were but 88,000 freight cars finished, and the indications are that there will not be any great renewal of activity in freight car manufacture during the remainder of the calendar year.

Of course, with the decreasing use of wood in freight car construction this condition does not have the important bearing on the lumber business that it would have had formerly. Nevertheless it offers a significant situation as far as general conditions are

## Slowly Winning the Fight

POREST FIRES are not to be feared in any part of the East during the remainder of this season, and there is little danger in the West. The autumn rains have wet the woods, and the winter snows will soon fall. The season's record is ready to close, and the showing is excellent. Fire fighting in the woods is coming to be as well organized as the same business in cities. Progress has been rapid during the past few years. The first thing learned is prevention. That is really the most important part, though it is less spectacular than the fight against the flames when they have once gained headway.

The battle is a good deal more than half won by simply being ready for it. From one end of the country to the other missionary work has been going on. That portion of the public which uses the forests for business or pleasure has been instructed how to lessen danger. Camp fires are not to be carelessly left burning; live matches and cigar stumps must not be thrown aside where there is possibility of starting a fire; farmers who clear land or burn trash are cautioned that care must never be relaxed in the handling of necessary fires; locomotives operating in the woods must have spark arresters; and all other known dangers are pointed out. These are the precautions taken in advance.

The second stage in readiness is to have a trained force of fire fighters, and a system of attack and defense. In spite of all precautions, fires will start, and they must then be controlled and extinguished. Remarkable results have been achieved along that line. No great fire got far beyond control the past season, though bad conflagrations of short duration occurred in California.

Success is not due to chance. Some seasons are drier than others, and fires will then be more difficult to control; but all summers and autumns are dry enough to make fires formidable if effective measures are not taken in advance to prevent and control them.

Every forested region in the United States is now organized or is organizing to handle the fire hazard. Less is being done in the South than in the North and West; but even in the South a great deal is being done to lessen injury by fire. The advocates of better protection there are slowly overcoming the erroneous belief prevalent in that region that slow fires in a flat country do no damage.

When the figures representing losses during the season of 1913 have been collected it is believed that the showing for the whole country will demonstrate the great value of organized effort at fire fighting, backed by public sentiment.

A New Thought Applied

THE DISCUSSION OF THE "CONFLICT" between capital and labor has been so conspicuous in recent years that the general public has been led to believe that the world was in imminent danger almost of a physical encounter between the so-called working classes and the other factors of modern society. There is no question but that the relations between that branch of society which produces by physical effort on the one hand, and the branch which produces by mental effort on the other hand, constitutes one of the greatest problems which this and other countries have to face now and will continue to face for years to come.

Nevertheless considerable encouragement is seen as the years go by in the promulgation and application of advanced ideas looking toward a natural and equitable settlement of industrial questions and a satisfactory adjustment of the relations between capital and

One of the most important of these steps is seen in the creation of the Commission on Industrial Relations which was authorized by act of Congress in 1912. The creation of the commission did not cause the comment that it justly deserved at the time, probably because it was considered, like so many other accomplishments of our National body, to be but an accomplishment on paper. However, recent developments indicate that this commission is actually constituted on a basis which will ultimately effect a much more comprehensive knowledge of the conditions as affecting relations between the two great bodies of the industrial world, namely the employers and the employes in the industries.

The first meeting of the commission was held at Washington, D. C., last week and preliminary arrangements were perfected for the active inauguration of investigations which will start the first of the year. The matter is brought more closely to the lumber trade because of the announcements that the fourth branch of the work will include lumbering. This will be in charge of B. M. Manley, formerly of the department of labor. Mr. Manley's work will be the investigation of unskilled labor, floating labor in lumber camps, and will also include the activities of the Industrial Workers of the

That the work of the commission is designed to actually accomplish something is seen by the fact that it already has at its disposal \$100,000 to begin on, and the probability of securing \$400,000 in addition. According to the specifications of the law a preliminary report will be issued within one year after the investigation is begun, and a complete report will be published within two years from the beginning of the work.

The commission as appointed by President Wilson represents three classes, namely, the public, the employers and the employes. On the commission are seen the names of individuals prominent in work pertaining to the industrial welfare of the country. Its purpose should unquestionably result in many suggestions and changes of great benefit.



# Pert, Pertinent and Impertinent



The Voice of the Trees

What councilors attend my ways? What ministers are these? Shall I not pause a while to praise Mine ancient friends the trees?

The glory of the elm I know. The maple's joy is mine ; In winter silences I grow In kinship with the pine.

For me the beech intenes her yows Upon the darkening air. And when the stars are in her boughs I hear her voice in prayer.

"Though all our wealth of goon and gold Be withered and brought low Though we lie helpless in the cold, Entombed in fee and snow,

And flower and fruit be rife,-We are the resurrection; yea, Behold, we are the life!"

The councilors upon my ways. My ministers are these Wherefore I pause a while to praise Mine ancient friends the trees Enlart Colbert Welsh in the American Manager

## The Logical Thing to Do



Hardwood Manufacturer: I'm going to stand pat on my hand and will call any bet you make.

## Within the Law

"A cat sits on my back fence every night and A car sets on my back lence every high and he yowls and yowls and yowls," complained a young lawyer's client. "Now, I don't want to have any trouble with Neighbor Smith, but this thing has gone far enough, and I want you to tell me what to do."

The young lawyer looked as solemn as an owl, and said not a word.

"I bave a right to shoot the cat, haven't I?" "I would hardly say that," replied the young

lawyer. "The cat does not belong to you, as I understand it.

"No, but the fence does."

"Then," concluded the light of the law, "I think it safe to say you have a perfect right to tear down the fence."-Everybody's.

## Telling the Good News

Mrs. Youngma "And so my baby got the prize at the baby show? I knew he would. It couldn't have been o'therwise."

Old Bachelor (one of the judges)-"Yes, madam, we all agreed that your baby was the least objectionable of the lot."-New York Weckly

## What Is an Oyster?

"Now," asked the teacher, "who can tell me what an oyster is?"

Silence for a moment, while small brows were knit in strained effort at remembrance. Then little Tommy's facial muscles relaxed and eagerly he raised his hand.
"I know!" he triumphantly announced. An

oyster is a fish built like a nut."-Everyhody's.

## Posted

"You seem to be very intimate with the Dig-

bys. I didn't know you had met them."
"I haven't met them. I patronize their dressmaker." -Judge

## Error Discovered

The teacher had written on the blackboard the sentence, "The toast was drank in silence," and turned to her class for them to discover the mistake.

Little Bennie Sheridan waved his hand frantically, and, going to the board, scrawled the correction: "The toast was ate in silence."— Exernhady's.

## Especially

Moralist "The outsider who buys stocks is

a gambler, pure and simple.

Ticker "Especially simple" Judin



# Utilization at German Sawmills



To an American interested in a more complete utilization of the raw products of our forests, a study of utilization at German sawnalls is most interesting. It is said that in Germany from ninety four to ninety six per cent of the whole on the average is utilized. even stumps being grubbed out used for fuel and tar along with the faggots from smallest branches, whereas it has been estimated by the United States Forest Service that we use only about forty per eent of the average tree that is felled in the woods.

Of course, the

A CUTTING AREA IN GERMANY NOTE THE COMPLETE UTILIZATION OF ALL AVAILABLE
MATERIAL, AND THE COMPARATIVELY SMALL SIZE OF THE TIMBER BEING CUT.

obvious explanation of this discrepancy between American and German utilization is the difference in market conditions—wood is so scarce and consequently prices are so comparatively high in Germany that practically speaking, nothing goes to waste and no wood is too far distant from market to find an attractive price. Aside from this explanation, the Germans must be given credit for studying their market more carefully and using machines and methods that Americans will come to use sooner or later. Although observations of their closer utilization may be largely suggestive in their present application to American conditions, yet, America is passing through very much the same economic environment that the older nations of Europe passed through two or three hundred years ago and it can take advantage of and profit by many of their close practices which its con-

ditions will soon

It has often been an open question in this country as to whether the ultimate mill will be a large or a small one and which will secure the better and more complete utilization. In Germany, small mill is the rule and there is no evidence that will increase in size. The mills would correspond roughly to our mills having a capacity of from 30,000 to 60,000 board feet per day and the great majority would have the smaller capacity or less. For example, the largest mill in Bavaria and probably one of the largest in Germany

cuts about 16,000,000 feet a year, which means a daily capacity of about 64,000 board feet when running two hundred and fifty days a year.

Practically every house and building in Germany is largely constructed of stone, brick, or concrete, so that construction and building timbers are not much in demand. The majority of the product therefore goes into interior trim, sash and door stock, flooring, box boards, furniture, cooperage, fencing, railway sleepers, and a great variety of minor lines of utilization. For the majority of these uses, therefore, they demand well sawn stock. Consequently the gang saw is the rule, with a very narrow kerf and the minimum amount of wood going into sawdust.

Wood is very expensive and labor cheap in Germany so that Ger-



IN MOST YARDS LUMBER FROM SELECT LOGS IS PILED SEPARATELY AND BOARDS KEPT TOGETHER JUST AS THEY
CAME FROM THE LOGS. IN THIS WAY FANCY
GRAINS CAN EASILY BE MATCHED.



ELECTRIC CUT-OFF SAW FOR CUTTING TREE LENGTHS INTO DE-SIRED SIZE AT THE MILL. THE SAW WORKS BACK AND FORTH ON A TROLLEY AND SAVES UNDECESSARY WASTE IN TRIMMING.



LOG ROLLWAY AT A LARGE BAVARIAN SAWMILL. NOTE HOW ROUND AND SYMMETRICAL THE LOGS ARE.

man machines are built to save lumber and power, whereas American machines are built to save labor. Our machines are built to turn out enormous quantities of product at our sawmills; on the other hand German machines turn out quality of product. German machines are frequently constructed and fitted to serve a variety of purposes whereas American machinery is intended to turn out one product and to do that quickly. German machinery in turn ordinarily lasts for a long time whereas ours is not expected to last more than from fifteen to twenty years or so.

It is gratifying, however, to see the amount of American machinery in use in Europe. At the above mentioned Bavarian mill, several of the pieces were of American make. In fact the only band saw-mill in the whole Black Forest region, and one of the very few in Germany, was fitted with machinery made by an American manufacturer. Another interesting fact in connection with these small sawmills is the great variety of products that are usually turned out. Many of these are by-products of the main output and would frequently be sent to the "hog" or burner in this country.

Contrasted to American conditions, small logs are the rule. This is explained by the fact that under any system of scientific forest management, it does not pay to wait until trees become of large size before they should be cut. The "financial rotation," as it is called, permits of the growth of trees just large enough to be utilized for saw-logs and not left long enough in the woods for the compound interest charges to nullify the dividends. This means therefore rather knotty and low-grade lumber.

Long timbers or tree lengths are also the rule. On many operations twenty-three feet (seven meters) is the minimum log length. The advantages explained in connection with this procedure are that the logging and transportation to the mill are more economical, the long logs can be better sawed to the desired length at the mill, and there is no loss in trimming. Loggers in this country commonly allow from three to six inches for abrasion in transportation and trim at the mill. In many of the German mills, logs are cut to the even desired length and there is no trimming done at all. Long lengths are also barked before shipment. It is said that bark constitutes an average of ten per cent of the total material in a log. In the case of Norway spruce, beech, and oak, the bark is used for tanning purposes. The bark of other trees is used for fuel.

Another important phase of utilization at German sawmills is the universal practice of sawing closer than is the custom in this country. That is, only an eighth or a sixteenth of an inch is allowed for dressing, and stock intended for a variety of uses is never allowed to be sawed one inch in thickness, when three-quarters or five-eighths will suffice. Of course different standards of measurement are used in Germany (metric system) but this is offered as exemplary of the manner in which they study their market and then saw accordingly.

As mentioned before, there are hardly ever any trimmings which in this country go to the "hog" or are sent to the burner. Edgings



THE METHOD OF PILING IN GERMANY IS PRACTICALLY THE SAME AS THAT IN USE IN THIS COUNTRY.

are used for handles of all kinds, chair rounds, novelty and toy stock, etc., and are seldom used for fuel. The wooden top industry is very important in Germany and toys are exported to America as well as to every European country. The center of this industry is in Nuremburg in northern Bavaria. Slabs are utilized largely for boxboards, veneer cores, short stock, fuel, novelties, etc. Sawdust is sold for fuel and is utilized for making paper and wood alcohol and for general packing purposes. In covering practically every producing region of Germany, the writer failed to see a refuse burner and it is doubtful if there is one in the whole country. Practically all of their ties are sawed, which saves the enormous waste prevalent with our hewn ties. The German railway specifications are also very economical in that in cross section, ties need not be rectangular as is the case with American ties. The upper side can be as narrow as five or six inches as long as the base or lower face is at least ten inches in width. By this means, many logs are made to yield two ties instead of one, as with our railroads.

A very interesting feature of their sawmills is that hydro-electric or even steam power supplied with coal is utilized in many cases instead of using sawdust and refuse for fuel. Scarcely a single horse-power in the form of falling water in the mountains is allowed to go to waste with the consequent result that a great economy is introduced. It is said that the first sawmill in Germany was run by direct water power as early as 1322.

In grading, rules formulated and adopted by lumber associations similar to those in this country are prevalent. They are based on dimensions and defects in the same manner as with our own lumber associations. All lumber cut from certain butt logs is piled together for special uses such as matched veneers, furniture stock, and fancy panel stock. In almost every lumber yard it is a common sight to see these boards from the select logs piled one on top of the other just as they occurred in the log. The result is much better prices. Most of the oak from the famous Spessart region is piled in this way, and for fancy veneers and cabinet work, especially fine large trees are said to bring from \$500 to \$1,000 on the stump.

In Germany wood is sold by the cubic unit rather than by the board foot and it is probable that in the future Americans will adopt the same method. One is somewhat surprised at the amount of lumber seasoned wholly in the open or under sheds. Although considerable is kiln-dried, not as much is put through this process as one would naturally expect.

Since Germany's forests produce only four principal species, American and other foreign woods are largely used.

At several of the mills visited, many intensive lines of utilization were developed. For instance, at one mill, besides the usual lumber and box board product, there were special machines for turning out broom handles, wooden shoes, implement stock, cooperage, furniture stock, ties, and excelsior, and in addition there was a Boucherie timber treating plant to prolong the life of telephone and telegraph poles.

N. C. B.



# The Lumbermen's Round Table



### KILLING THE GOOSE AGAIN?

The remarks quoted herewith may be regarded as prejudiced, because they come from a buyer of walnut. Nevertheless, they are perhaps worth repeating.

"Lumbermen are exceedingly poor business men," said this authority. "They don't know when they are well off. They have killed many a good thing by trying to squeeze an abnormal profit out of it and by rushing the price up so fast that buyers were simply driven in desperation to the use of some other wood. Take the case of poplar—a tragedy, you might almost call it. Had the people chiefly interested in the production of poplar taken pains to keep the price down to the proper figure, they would not now be struggling to find an outlet for this splendid wood.

"The walnut situation is the same way. The lumbermen are so determined to get what seem to me to be excessive prices for their logs and lumber that they have caused buyers both here and abroad almost to withdraw from the market. The result, of course, has been a reduced demand, a lowering of the price and a glutted market.

"Some day, perhaps, the lumbermen will realize that it is to their interest to keep prices steady, not too low nor yet too high; the happy medium combining encouraging the demand and securing a legitimate profit,"

## HELPING TO PAY THE PIPER

"I am glad to see that there is an excellent prospect of the producers of red gum forming an association which will have charge of the advertising of that commodity, as well as handle other matters of general interest," said a well-known member of the trade recently, "The cypress manufacturers' association has done great work along this line, largely because it has included practically every manufacturer of any consequence. This has resulted in the cost of exploiting the wood being shared by everybody interested and in a position to profit. Red gum, on the other hand, has been advertised by a comparatively small number of manufacturers; and without debating the merits of general advertising for lumber, it must be conceded that it was a little too much to ask these concerns to foot the bills, whereas everybody in the business was able to profit by the results. The association will at least enable the cost of maintaining such a campaign to be properly distributed."

## THE COST OF SELLING LUMBER

Do you realize that it costs almost as much to sell hardwood lumber through traveling salesmen as it does to saw the lumber in the first place?

This may sound like an extravangant statement; yet the books of a well-known concern, which operates mills as well as wholesale yards, and has a big corps of salesmen, most of whom are considered top-notchers, show that this is pretty nearly the case.

It costs the company \$1.70 a thousand to sell lumber through several of its men. Some of them sell for less, of course, and the average is below the figure quoted. It costs but \$1.90 a thousand to saw the stock, this including the actual expense of manufacturing, exclusive of loading into the mill, yarding, etc.

The figures are not mentioned to give the idea that selling expenses are excessive; but simply to impress upon the lumberman the fact that since it costs so much money to dispose of lumber, that feature of his business ought to have as much attention as any other, including the actual manufacture of the stock. But few see anything except the sawmill end of the business.

## QUARTERING RED OAK

Lumbermen who take the trouble to analyze the difference in values between quartered red and quartered white oak and between plain red and plain white oak sometimes wonder how any quartered red oak manages to get on the market at all. It is of course true that most red oak is sawed plain; but some mills

have managed to pile up a fair amount of quartered stock without actually going to the expense of manufacturing it in that way. The apparent anomaly is explained by the fact that they cut the log straight through, without turning, the result being that the center boards are quartered, as far as figure is concerned, though the conventional method of quartering was disregarded. With the expense of manufacturing reduced by this method, making quartered red oak may become profitable, after all, though, obviously, comparatively little is piled up except at a mill with a very large production.

## BY-PRODUCTS OF HARDWOODS

A concern has been formed at Jackson, Ky., for the purpose of manufacturing wood alcohol, acetate of lime, charcoal and tar products from beech and hard maple. The business will be conducted under the name of the Kentucky Wood Products Company, Kennard Ragon, manager. An investment of \$35,000 is being made in a sawmill to cut up cord-wood for the ovens, as well as lumber from the better class of timber acquired; in the ovens themselves, which are two in number and fifty-two feet long, and in the other equipment needed.

This is the only concern of the kind in Kentucky and other sections of the central southern hardwood belt, and the business-like way in which the concern is planning its work indicates that the project has been carefully thought out and has been found to be practicable. The company, by the way, will use some mill refuse in its operations, showing that there is opportunity to manufacture valuable by-products from certain hardwoods, at least. It would be of great benefit to the trade to have commercial chemists put to work on the proposition to determine whether it would not be practicable to operate by-products at hardwood mills, as is being done in connection with yellow pine and other softwoods.

## ONE ADVANTAGE OF THE RIVER

A hardwood man was complaining to one of his friends in the business of the big demurrage bills he was having to pay on cars of logs which remained on his track for an unusually long period because of the crowded condition of his yard and the impossibility of unloading promptly.

"This car service proposition is getting to be a pretty big item," he said. "It is running between \$150 and \$200 a month,

and I would like mighty well to get rid of it."

"For the first time," said the other manufacturer, slapping his thigh, "I feel that operating a river mill has compensations. I had never thought of it before, but I certainly have an advantage at that point, because I can let my rafts or barges lie in the river as long as I please, and not pay a cursed cent for the privilege."

Perhaps this is the silver lining of the river mill cloud.

## COMMON SENSE BADLY NEEDED

In these days of scientific management one could easily believe that everything had been done that common, ordinary horsesense could dictate; otherwise, why drag in the professors with their higher mathematics and scientific formulae?

But a little observation here and there shows that the trade as a whole stands more in need of the application of practical, sensible methods that everybody knows all about than of sensational stunts which have the advantage of novelty.

This thought was impressed recently by seeing a big lot of beech lumber lying beside a railroad station in a southern state. The owner of the lumber had purchased a big lot of logs several months before, paying a high price in competition with other concerns. Then, applying a little scientific management, and thinking to save freight and handling charges, he had installed a portable mill on the timber tract and had cut up the logs as the trees were felled. The lumber was hauled to the station to be loaded into cars, and as it was expected to ship it

green, the stock was bulked down instead of being put on sticks.

It has been there now for four or five months. Apparently the owner of the lumber has been so busy studying out scientific methods for use elsewhere that he has forgotten all about the stock piled up down in the country. It has checked and split and done about everything else imaginable, and some of the

boards are even stor, together with the sap which has obtained from their sides.

Perhaps scientific management should not be blamed for this sort of criminal waste. But certainly a little common sense and a little less effort to do the unusual would have helped mightily here.



# Philippine Timber News



The Bureau of Forestry in the Philippine Islands issues a quarterly news letter to acquaint the public with what is being done. Major George P. Ahern is director and W. F. Sherfesee, assistant. The commercial relations between the United States and the islands become closer from year to year. The export of Philippine lumber to this country is not yet large, but it is increasing, and steps have been taken to put the business on a satisfactory basis.

In consultation with representatives of the various lumber companies and with the principal wood-using bureaus of the government, a tentative set of grading rules has been drawn up. These rules will be used provisionally by the Bureau of Supply to try how far they can be applied. The adoption of a set of rules for the grading of Philippine lumber will mark a long step in advance. Their need has been felt for many years, but it is only now that co-operation between the principal parties concerned has made it possible to formulate them.

During the fiscal year which closed on June 30, 1913, the forest revenues exceeded the expenses of the Bureau of Forestry by \$82,000.

An increasing number of visitors from the United States and Europe are looking into the possibility of securing large and regular shipments of Philippine lumber, particularly for special purposes for which the available supply of woods formerly used has become exhausted or seriously depleted. The use of Philippine woods for veneers has attracted special attention and a trial shipment of several species has been made to Europe for veneer purposes. Other shipments have been arranged for and will soon be made. Small shipments have also been made by private firms to the United States for built-up panels stock and for wagon and wheel material.

Ranger Luis J. Reves has recently completed a report on the musical instrument industry in Manila. All of the shops were visited and answers to a complete series of questions have been compiled giving full data on the kinds of wood used for instruments, the sources from which the material comes and the special fitness of certain species for given parts of instruments. Incidentally Mr. Reyes has been of assistance to Mr. Fischer in obtaining the co-operation of a prominent instrument maker in installing a comprehensive exhibit at the coming Philippine Exposition. This is only the first of a series of such studies to be taken up by Mr. Reyes. He is now engaged in investigating the sculptors', picture-frame makers' and carvers' shops. He has also compiled tables showing the provinces from which all of the more important commercial woods of the Philippines have been reported, together with their dates of flowering and fruiting. This will be used in connection with maps of the archipelago showing the distribution of the various species.

On September 24 the director of forestry sent out advertisements for a proposed twenty-year exclusive license agreement (or concession as it is popularly called) for a forest tract on the south shores of Pangil Bay, Lanao District, Moro Province. The tract embraces approximately 100,000 acres mostly of virgin timber. The more prominent species on the tract are yacal, guijo, white, red and other lauans, apitong, tanguile and lumbayao. The area is unusually rich in desirable species and presents an excellent opportunity for a prospective lumberman who has an export trade in view.

Bids will be opened in the office of the director of forestry in Manila at noon on December 10. Among the minimum requirements are an output during the first two years of approximately 2,000,000 cu. feet of timber; not less than 1,320,000 cu. feet per year during the third and fourth years; and not less than 2,600,000 cu. feet during the fifth and each subsequent year. A minimum capital of \$50,000 United States currency must be immediately available for the prosecution of the work. Such information concerning this tract as has been acquired by the Bureau of Forestry can be secured either upon application at the offices of the Bureau of Forestry in Manila or at the Bureau of Insular Affairs, Washington, D. C.

F. P. Williamson, vice-president of the Port Banga Lumber Company at Zamboanga, reports that his company has recently installed a small Fay & Egan sticker, 6x24. It has turned out some beautiful flooring which is very popular locally. There is also in transit an "American" edger which will be put in place at once.

G. E. Carpenter has returned from the United States on a short visit but almost immediately left once more for America in connection with a million-foot order which the company is confident of securing.

The North German Lloyd Steamship Company loaded cargo at Port Banga on August 27. The lumber is billed to London on a through bill of lading being transhipped at Singapore. This trade is growing steadily as a result of constant efforts. Mr. Williamson also reports that other lumber companies of Mindanao are also shipping to London, which is very gratifying and holds out promises of a bright export trade for the future.

The Insular Lumber Company is now sawing about 60,000 board feet per working day. An eleven by fourteen inch compound geared yarder from the Washington Iron Works has been received and is set up in the woods. Six new Seattle steel logging cars have also been added to the company's equipment. The new export drying shed is under way. They are about two miles of track ahead in the woods. A five year contract has recently been signed by which a firm in the United States agrees to take all export stock manufactured by the company.

Several visitors from Europe and the States have recently complained of the poor quality of manufacture found in some of the lumber from the Philippines. It is very important that all export stock should be well manufactured, because one shipment of poor material will hurt not only the individual shipper but the entire export trade. It is much easier to gain a bad name than to live it down.

## Forest Taxation

The tax laws in most states do not recognize forests as a crop to be perpetuated, but act to destroy the timber resources for the enrichment of the present to the poverty of the future. Trees are the longest-lived crop that grows, yet the easiest to kill by unreasonable taxation. Annual crops catch the tax once, and are then turned into money; but the growing forest crop is hit yearly for half a century before it makes any return to its owner. Two states, Pennsylvania and Louisiana, have this year enacted forest taxation laws based on correct principles, and other states are agitating similar legislation.



# The Exports of Red Gum



Latest statistics show that red gum is exported to twenty one countries direct from the United States, and from those foreign centers the wood is distributed to probably as many other countries. Records of final destination are not kept by customs officials, and from the nature of the case it would be next to impossible to do so. However, a study of consular trade reports, coming from all parts of the world, shows that the wood is making its appearance in many places not named on export lists,

Several names for the wood are in use, and unless one is familiar with these, he might not recognize red gum when it is mentioned. Satin walnut is a common term for it in England, France and Italy. There is no commercial wood in the world properly called by that name; consequently red gum is not so designated in order to palm it off as something else. The name appears to have been bestowed simply for convenience of trade. The wood's resemblance to Circassian walnut doubtless suggested part of the term, and its soft shades and delicate appearance were responsible for the term satin.

In England the names hazel, hazelwood and hazel pine are heard. These names nearly always mean red gum, though sometimes other woods are given the same names. They are based on red gum's hotanical relationship with hazel. It is as close akin to the common witch hazel of this country as one cousin to another.

Records of exports group as one all woods commonly called gum, though some of them are only distantly related botanically. Among these are black gum  $(Nyssa\ sylvatica)$ , water gum  $(Nyssa\ biflora)$ , sour tupelo  $(Nyssa\ agache)$  and the common tupelo  $(Nyssa\ agache)$ . These ought not be confused with red gum, for they belong to a different family of trees—the dogwood family—and the wood need never be mistaken for red gum. This explanation is made because in export statistics all gums go in together, though on the other side of the sea there is little likelihood that any purchaser will accept any lumber of the  $Nyssa\ group$  as the genuine red gum. The fact is, most of the exports are red gum.

Lumbermen are well aware that two grades or kinds are known in trade, "sap gum" and "red gum." That distinction applies to the lumber only, not to the standing tree. The tree is always red gum, but when converted into lumber the light-colored sapwood is "sap gum" and the darker heartwood is "red gum." Some trees are largely sapwood, others are principally heart.

The first important exports of red gum were as paving blocks. They went to London. They were extensively advertised as having been seasoned by a special process. The seasoning had been accomplished by girdling the trees and leaving them standing for a year or two. The paving blocks had a good run for a time, but Australian woods finally drove them out of the London market and probably not one could be found in that city now.

The most important demand for red gum in Europe comes from manufacturers of furniture in Belgium, Germany, France, Italy and England. Americans generally have not yet come up with the Europeans in manufacturing the highest classes of red gum furniture. Across the sea it has largely taken the place of Circassian walnut—which is, botanically, the same tree that produces the English, French and Italian walnut wood of commerce. It is generally understood that a good deal of the so-called Circassian furniture that reaches this country from Europe is red gum, and that much of the homemade product falls in the same class. It is unfortunate that a wood as beautiful and valuable as red gum must go disguised in order to reach the most profitable markets.

The accompanying table gives the exports of red gum for 1912. Figures of former years for comparison cannot be conveniently given, because until recently gum was not separated from other species in trade statistics with foreign countries. It is believed that exports are increasing, and value is increasing also. Well-informed men have expressed the opinion that before many years red gum will be as valuable as white oak. Seasoning troubles, which once caused much prejudice against this wood, are rapidly disappearing in this country,

and they seem to have ceased wholly in Europe. Shipments which leave American shores are largely in the form of sawed boards:

EXPORTS OF RED GLM LUMBER 1912

EXPORTS OF RED GU	M. L.I. MBLR, 1912	
Destination	1 cet, B 11.	Lalue
Austria Hungary	91,000 8	2,598
Belgium	7,139,000	196,196
Denmark	158,000	4,208
I rance	4.245,000	119,145
Germany	1,082,000	115,252
Italy	7,198,000	201,659
Netherlands	2,958,000	82,069
Norway	169,000	4.710
Portugal	183,000	5,202
Spann	2,752,000	78,045
Elitzhar d	21,954,000	605,459
Scotland	650,000	18,606
Ireland	1,082,000	31,750
Christian	5,916,000	152,998
Mexico	92,000	2,582
Argentina	40,000	2,944
Uruguay	43,000	2,412
South Africa	3,000	142
French Africa	65,000	1.860
Portuguese Africa	3,000	140
Egypt	531,000	15,275
RECYPTUL		
15пор		1.466,669
North America	6,008,000	155,580
South America		5,356
Africa	602,000	17,426
Total	59,415,000 \$	1,645,031

The cut of the red gum lumber in the United States, according to the latest available figures, is 582,967,000 feet yearly, and its total value at the mill is given at \$7,059,730, or an average of \$12.11 per thousand feet.

The exports foot up 59,415,000 feet, or a little more than ten per cent of the total cut. The invoice value of exports is \$1,645,031, over twenty-three per cent of the total value in the mill yard of all the lumber produced. It appears, therefore, that the export lumber is worth more than twice as much per thousand as the average of the whole output. This is to be expected, because much of the better grades is exported and the lower grades remain at home.

The foreign market for red gum is a wide field for study, and there can be no question that it can be made a profitable field. The wood is finding its way into new regions in spite of difficulties that arise from the vicissitudes of trade. There are a good many things to which exporters might well give careful attention. This can be no more clearly illustrated than by quoting from a recent report by United States Consul W. S. Hollis, at Beirut, Syria. That is not a very important place, as far as American lumber is concerned, but conditions there may be supposed to resemble conditions in a good many other places where markets for American lumber are beginning to open. For that reason, what the consul says is worth more than passing notice:

The principal American wood imported into this city is red gum wood. There are no brokers in Beirut that represent American lumber exporters, and only one firm buys direct from that country: two others buy indirectly. As there is no direct steamship service to the United States, American lumber is usually shipped to Hamburg, where it is transshipped. The one firm importing directly from the United States complains that delay in executing its orders has seriously hampered its business.

American red gum lumber has been used to a considerable extent during the past few years by the Beirut furniture manufacturers, who, however, have purchased most of their supplies of this particular quality of wood from sundry importers thereof located in Alexandria, Egypt.

Two years ago a Beirut wholesale importing house succeeded, after spending a lot of time in correspondence, in coming to an understanding with an American lumber exporting house, and thereafter imported a considerable quantity of this lumber, which was shipped from Memphis, Tenn., to Beirut, via New York and Hamburg. The terms arranged and agreed upon were payment of seller's draft with shipping documents attached upon the arrival of the goods. The first order filled under this arrangement was a shipment of red gum wood, valued at \$500, all of which was intended for consumption in sundry furniture manufacturing shops in Beirut.

It took this first shipment five months to reach its destination, while

the last slopered, valued at \$1,800, which was ordered last Jane, when noty the tool Meson Three Jane, who are the constitutions in the large transfer of the large transfer of

The American hard and semi-hard woods are already quite popular with Beirut cabinetankers, and if they could be assured of prompt deliveries and of reasonable prices, they would no doubt use these woods much more largely than they do at present. The firm is anxious to do more business in American cabinet and furniture woods, and would be glad to receive quotations, prices, and samples from reputable American shippers. The firm is a member of the American Syrian Chamber of Commerce, and can handle correspondence in English. Prospective shippers to Syria can get a great deal of valuable information relative to credits, banking arrange-

ments, drafts, etc., by applying to a New York firm whose address and that of the Belrut importing house referred to are obtainable from the Bureau of Foreign and Domestic Commerce, Washington, D. C.

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The trade in red gum lumber with South America is very small. The whole continent in the course of a year does not buy as much as one steam tug will carry. Africa takes seven times as much as South America. Oceania buys none. That is a hard market to reach under existing conditions. So is Asia. With the opening of the Panama canal an enormous field will be open to the shippers of this wood. The market will include the whole west coast of the two Americas from Cape Horn as far north as anyone may want to go. On the other side of the sea it will embrace China and the other countries of eastern Asia; Australia and the numerous islands of the Pacific ocean.



# The Lacrosse-Stick Industry



The little town of Cornwall, on the bank of the St. Lawrence river in northeastern Ontario, sends \$2,000 a year into the United States to buy the choicest hickory that can be found between Arkansas and New England; and when the hickory arrives it is carefully stored until the stormy weather of winter sets in. About that time a small troup of Indians, from eight to a dozen, arrive at Cornwall from the back country where they spent the summer in idleness. The hickory billets are turned over to them, and they begin their winter work of whittling lacroses sticks. By the time the warm days of spring call the children of the wilderness back to the wild, they have reduced the hickory to the finished product, and they depart for the frontiers, leaving others to put the sticks on the market and collect the cash from the sales.

That is said to be the only lacrosse-stick factory in the world, and the work is done wholly by Indians. The product is sold in the United States, England, New Zealand, Australia, but mostly in Canada. Doubtless white men could master the art of making the sticks if they would set about it, and perhaps other than Indians have made a few sticks at times; but the industry has always been in the hands of Indians. They claim to possess the secret of giving the proper and peculiar curve to the stick, and weaving the lattice or net of thongs just right. They have handed the secret down from generation to generation, until today the last spot on earth where the sticks are made is at Cornwall.

It is claimed that the game originated in that place. That is claiming more than can be proved. It may have originated there, for all anybody knows to the contrary; but if it did, it had spread far and wide a long time ago. It originated among the Indians, but no man knows when. The name now applied to it is French, but that is not the original name. Probably there were as many original names as there were Indian tribes who played the game. One of the names in use 150 years ago was "baggatiway."

At the present time the game is played in accordance with strict rules, and in a scientific manner. The sticks are four or five feet long, curved at the end, with a net of leather thongs or catgut, forming a loose pocket in which the ball is scooped up from the ground and carried in a horizontal position. The ball is of hard rubber, about three inches or less in diameter. It must not be touched by hand or foot while the game is being played. The goals consist of posts at each end of the course. The course may be two or three hundred yards, and up to half a mile. The game consists in putting the ball past the goal. The game is now usually played with twelve on each side, but the number is optional. There is abundant opportunity for rough play; and the police are sometimes obliged to stop scrimmages in which the sticks are used like sabers to whack every

opponent that comes within range. The ball is thrown with great force from the net on the stick, and whizzes down the field like a small cannon ball.

The game is popular in Canada, and is occasionally played in the United States. It is regularly seen at the Indian school at Carlisle, Pa. The sticks are kept for sale in Chicago; but it is said that the last game was played in that city four or five years ago.

No wood except hickory will stand the strenuosity of the game. The sticks are rough in appearance. They have none of the grace and fine polish of a golf stick or tennis racket, but look "home made," which they are.

The game was played by the Indians of Canada and far south in the present territory of the United States. It was popular with Sioux Indians also. The wide region over which the Indians were acquainted with it indicates that its origin was very long ago—earlier than we have any history in America.

It is now possible to make it a rough game, but it was far worse the way the Indians played it when they had the whole thing to themselves. Instead of twenty-four persons engaged, as is the custom now, there were formerly small armies. The traveler Catlin in 1763 saw 600 Indians in one game, and they kept it up for hours. Such a game was little less bloody, and no less exciting, than a Roman gladiatorial show.

A rubber ball is now used, and it is dangerous enough when slung from the net several hundred feet down the field; but such a ball is a toy compared with what the wild Indians used in their fierce games. Their softest ball was a round knot cut from a chestnut oak or some other hardwood tree. They generally used round stones the size of a baseball. In Canada and in the northern part of the United States they found exactly what they wanted in the glacial gravel beds. They picked round, smooth granite pebbles weighing from one to two pounds. These were hurled with all the velocity that the stoutest warriors could impart. One might as well be struck with a cannon ball as with such a stone slung from the net of a lacrosse-stick. The apparatus with which David knocked out Goliath was harmless in comparison. In the excitement of the game the Indians paid little attention to the lists of dead and wounded. It was part of the play.

It is significant that, as far as history shows, the Indians played the game only in the region where hickory was obtainable. It was the "indispensable wood" then as it still is. No other could endure the strains, twists, knocks and jerks of the wild games of the natives when they slung stones and oak knots down a half-mile field. Today the last remnants of the Indians who still make the sticks send from Canada into the United States to procure the wood which their ancestors used centuries ago.



# Fir Wood Distillation



### Editor's Note

The rapid advance in wood distillation for commercial purposes indicates that much of the forest and mill wasts will be untilized in the near future by that means. The rollowing actuele is descriptive of methods and products successfully handled on the Pacific coast, where two or three woods has far meet the demand. There is no apparent reason why the field may not be enlarged to include many words in various parts of the country. The article was prepared for Hamowoon Recome by Huron II. Suith, assistant curator, Division of Dendrology, Field Museum of Vatural History, Chicago, who personally investigated the distillation work on the Pacific const.

The problem of waste in a sawnill remains a large one despite the many improvements and inventions of today. The refuse burner or dump pile has long been a source of dissatisfaction to the manufacturer, and he has progressively saved odds and ends from the flames. Lath, shingles, edgings, made-up boards from ground wood, alcohol, and wood-pulp are some of the numerous

by-products that have been saved.

With all the saving of waste, the manufacturer has still had to pocket a very small profit or indeed a deficit in the square timber that came from the very heart of the log. Usually these pieces are so full of knots as to place them in a grade lower than the cost of manufacture.

A good solution to this problem has taken place on the Pacific coast at Linnton, near Portland, Ore., in the establishment of the Oregon Wood Distilling Company. This heart piece of timber is the very thing it wants because it is so full of pitch. Destructive wood distillation seems to have found its proper place in utilizing sawmill waste there. In the East, wood distilling plants have been cutting their own trees and using timber that might well have been manufactured into lumber. Destructive wood distillation is not so well developed in the United States as it is abroad, particularly in the Scandinavian peninsula; but with our great supply of waste wood it seems reasonable to suppose that wood distillates may rival coal tar products in variety and usefulness.

The Oregon Wood Distilling Company is a pioneer on the coast and is manufacturing a goodly number of products and

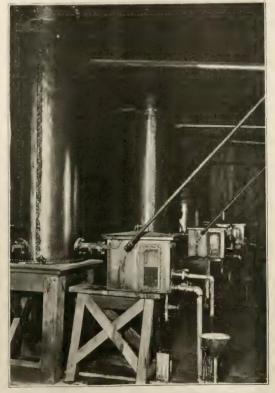
acquiring a good market. In all, they number some twenty-four different products, but the company markets, at present, only about a third of that number.

Since the company possesses all the machinery of wood distillation, it also distills balsam from the western balsams or firs. This it buys from farmers and gathers at \$17.50 a barrel, and it is obtained by tapping the trees as for maple sap, except that in this case it is a hit or miss proposition. If a ring-shake or seam is tapped, a single tree may flow a barrel, if not, only a bucketful may be obtained. The balsam thus secured is really superior to Canada balsam, and, purified, is marketed as Canada balsam. The bulk of this product, however, is distilled and yields a turpentine of the first quality-the finest in the world. It is of the "laevorotatory" type in contrast to the "dextro-rotatory" type, and is sold for medicinal prescriptions, in which market it readily brings \$2.50 a gallon. The violet odor peculiar to turpentine is absent from it, being replaced by the fragrance of the freshly cut tree. The turpentine thus obtained is so clear as to be almost a blue

> white. The residue of this distillation process is fir resin, which is a solid and is highly prized in making varnishes and sizing for paper, etc. It is elastic and flexible, not brittle as so many resins are.

The main work of this plant, however, is the manufacture of distillates of Douglas fir. The plant is quite near the sawmill of Clark & Wilson, and the heartwood of the fir is all lightered down to it on the Willamette river.

The heartwood of Douglas fir is unsuited for regular clear lumber because of its seams, cracks, dotiness and pitch. All such wood is reduced to 4 by 6 inch blocks and hoisted into retorts, about eight cords to a retort. Distillation is then started by intense heat. After it has progressed a certain time the gas of distillation is turned into the furnaces for fuel. The first thing to come over the retort is steam turpentine of about .87 degrees specific gravity. This is used as a painters' medium and is yielded in quantities of from one-half to four gallons per cord, depending on the amount of pitch in the wood. Following this a black substance is driven over, which, when separated out, is a tar of an excellent quality suited to medicinal purposes. The last part of all to come over from the retort direct is fir oil, a



A BATTERY OF STILLS AT WORK CONVERTING WOOD INTO VARIOUS COMMERCIAL COMMODITIES

heavy oil of .96 degrees specific gravity, which contains a large percentage of "turpineol." "Turpineol" was analyzed out by Professor Benson of the University of Washington, at Seattle, and is a highly useful product in medicinal uses and in the arts.

The destructive distillation combination that has remained in the retort, is transferred to the still and there separated into its various products and degrees of density. At a temperature below and up to 150 degrees centigrade light oils are driven off. These are a mixture of turpentine, methyl alcohols and very small portions of other things. This product is sold as number 2 turpentine or preferably used in combination with a later product for a trade product. The tar oil of this distillation could be

sold but is also uses to make a later product. The heavier thin tar oil next separated is used extensively in medicinal work. making salves, ce ruses, luamenta genous applications for stock diseases. etc. A coarser fir tar results from this still that is admirably adapted to tarring ropes, shipchandlers' uses, etc. The fir patch from this still is the finest grade of ratch obtainable and is used for caulking. roofing, etc. Being quite stiff, yet clastic, it excess any other pitch known for caulking seams in boats. It will land slightly with a

strain and yet will not soften under ordinary temperatures. It has a very glossy refractory surface and is tasteless.

Under the trade name "fir oil" the light oil and tar oil previouly mentioned are combined and make practically a non-weathering medium for paints. A further concentration and combination is sold under the name "orwood" for shingle stains, and contains some fir creosote. It is much used in California where the bungalows are sheathed entirely with shingles.

The heaviest oil obtained from this still is "firoleum," which is rich in crossore and is used on the coast in a crossoring process for wood paving blocks. Being more fluid than the usual crossoring products on the market, it penetrates the wood cells much more readily and furnishes a longer wearing surface.



THE LAST PRODUCT OF WOOD DISTILLATION. ITS RANGE OF TREES EXTENDS FROM FUEL FOR FURNACE TO FEED FOR FOWL

The last product of the process in but with a fir odor. It is a strong disrand on a little of terscely or the ast 1: has no die t. Alintever on the fowl, but kills the vermin on them and a the coops. It is used in a concentrated form under the trade name spray," and without injuring the bark, kills moss, San Jose scale, and insects.

The remainder left back in the retort is, of course, charcoal, a very ex-

cellent grade, and the pieces look like ebony replicas of their former selves—the spring and summerwood of the annual ring is as distinct as formerly, knots and saw marks are all preserved. At the time the writer visited the plant, it was about one hundred carloads oversold in California, where it went to the chicken ranchers, who grind it and mix it with chicken feed to make the hens lay. The final product of this nature is the dust of charcoal which is used in filters and by wholesale manufacturing druggists.

It is hoped that this description of the products of destructive wood distillation will interest others, who may engage in a lessening of our tremendous wood waste—waste that is raw material for some very valuable distillates—waste that could be had almost for the asking, waste that may make some one wealthy.



# Sane Forest Fire Protection



### Editor's Note

The following report was read by J. S. Hickok, chief warden of the Forest Fire Protective Department of the Medigan Hardwood Manufacturers Association, before that body at its regular quarterly meeting at Detroit, on definite forest protective policy, and in the further belief that protection against forest fires is coming to be realized to a greater degree each year as one of the most necessary provisions in connection with modern logging operations involving vast investments in high-priced stumpage.

In reporting on our second year's work of protecting the remaining forests of lower Michigan against forest fires, I am pleased to say that whatever success we have attained in controlling fires, thus limiting the possibility of tremendous loss, is largely accounted for by the painstaking and careful work of your wardens and the co-operation of the people and the press within the fire zone.

When this department was organized, a little less than two years ago, we entered a field of endeavor wholly untried in this locality. We set out determined to win in the battle against fire and the great have of fire damage from which the upper part of lower Michigan had suffered for so many years. We were advised by many that the elimination of disastrous forest fires could not be accomplished, that fires had swept the country for generations and would continue to do so for years to come. At the very outset we encountered the careless use of fire in a large degree and ignorance of the law almost beyond belief. Fires had become so prevalent during the summer months that a season without them would have been marve-

lous, indeed. With the elimination of carelessness, the chief cause, resulting in the safety to residents of the forest area, it is reasonable to expect a keen interest in the "no forest fire" idea and we may anticipate that before many years, destructive fires will become a condition of the past, remaining only as a matter of history.

In our report of one year ago, our records showed an exceedingly small loss to members of this association during that year and, while it becomes necessary to report a somewhat heavier loss this year, at the same time we realize that we have passed through a season, the possibilities of which were very favorable for heavy losses had not prompt action been taken during critical periods. The season of 1912 was notable for an excessive amount of rainfall, the dry weather being of short duration and devoid of high winds.

The fire season of 1913 was characterized by a dry and heated atmosphere accompanied by winds of great velocity, these conditions continuing for periods of from two to three weeks. Although the slash and forest lands were extremely dry and at times many fires were in evidence, we feel safe in saying that our losses would have been of no consequence had we been spared the sweeping gales which every one knows makes fire control a very difficult problem. The past summer, when compared with those of other years, doubtless proves to the satisfaction of all concerned, that faithful and alert patrol of forest areas is productive of a great saving in fire losses. In the past years, with the possibilities of destruction being no greater than the present year, millions of dollars in property losses have become a matter of record.

The character of the work taken up this year has been along the same lines as during the season of 1912. Throughout the summer a very comprchensive patrol system has been maintained; also systematic arrangements for locating, reporting and fighting incipient fires have been carried out. The splendid and cordial co-operation, accorded this department by the residents, timber owners and operating lumbermen, is the predominant factor in the protective movement. The charge of indifference that formerly was made against residents and lumbermen is no longer well founded in the majority of instances. The general public has discovered it pays to prevent and extinguish fires. They have come to realize that the remaining stands of virgin forests are a public resource in the taxes they pay, as a minor consideration, and in the wealth they eventually distribute throughout the community, as the more important matter. Township officers have learned that the constant patrol feature, in connection with the educational system of our department, is entirely responsible for the reduction of fire fighting costs and the preserving of the tax value of timber lands in each township. And we are pleased to report that the majority of supervisors and township boards are desirous of co-operating with us in every way possible. We must confess we hardly expected this co-operative spirit to become so pronounced in the second year of our effort in forest protection.

During 1912 many of the settlers, living in close proximity to forest lands, were non-committal in their views relative to "no forest fires." These same residents this year are imbuedl with the protective idea and have been of material assistance in keeping down the fire loss by being careful in the use of fire and by giving prompt assistance in extinguishing and reporting those which the occasional careless person had allowed to escape. In recording the able cooperation we have received we wish it were possible to say that this applied to every individual. However, we can not at this time or doubtless any time in the future say that every man has learned the lesson of absolute care. Eighty per cent of our people today are careful but, in all probability, eternal vigilance shall be the price we must pay in keeping the other twenty per cent in check until the majority of these become educated in the ways of careful nen.

Your wardens have spent considerable time and effort in laying before the several supervisors, throughout the patrol area, our coperative plan for the destruction of accumulated slash, the detail of which we gave in a previous report. We are pleased to be able to say at this time that the idea is meeting with the hearty support of all and will be tried out during the spring of 1914. The slash problem has been given much thought by this department, and to put in action a plan whereby we shall remove at least fifty per cent of the danger from this source will materially reduce the hazard to forests and their products. The money which will be saved by townships in fire fighting costs, and the menace to settlers and timber owners thus removed is a large incentive to all concerned to take hold of the work and make it a success.

During the patrol season, three violations of the fire law were reported to this office, backed by affidavits of convicting evidence. In each case, we investigated these reports and found that the parties were guilty of gross carelessness and, without doubt, convictions could have been secured had these cases been taken to court. However, this department decided on a plan of leniency in handling first offences, where no malicious intent is shown, which we believe will be of more benefit to the cause than would be gained through prosecution. In each of the cases cited, the prosecuting attorney was interviewed and the evidence submitted for his consideration. The request was made that the party be brought before him and

lectured on the careful use of fire with the understanding that the present charge should stand against the party and a warrant for his appearance would be issued upon satisfactory evidence of any further violation. Your chief warden was present at each of these hearings and was given the privilege of outlining the aims and methods of this department. We explained that we did not wish to injure anyone financially or otherwise but must insist on every person using fire with care. We made the liberal offer to take charge of and assume all responsibility of any future slash parties might wish burned and we are convinced that, in each case, we made a friend to the cause we represent. We believe the method adopted in the above cases has an educational value paramount to a trial by court with a fine attached. However, we wish to have it understood that second offences will be looked upon as malicious and when the evidence of the origin of fire is forthcoming a warrant will be asked for and the case prosecuted to the limit of the law.

Between the dates of April 20 and October 10, 299 fires were discovered by your wardens and prompt measures taken to extinguish same. In every case the cause was investigated and the area burned, together with damage, if any, was carefully estimated. A full and complete report was then made in writing and forwarded to this office. Your men are instructed to make a careful study of each fire attended by them and learn, if possible, the origin.

If we desire to apply a remedy we must know the cause in order

 that we may try to prevent a repetition in the locality where fire occurs. The fires investigated resulted from the following causes:

 Railroad locomotives
 89

 Settlers
 106

 Fishermen careless with camp fires
 2

 Campers careless with camp fires
 2

 Berry pickers careless with matches and camp fires
 5

 Smokers careless with pines and matches
 41

 Roys playing with fire
 4

 Log loaders throwing cinders
 4

 Traction engines throwing sparks
 3

 Lightning
 3

 Fern pickers careless with matches
 1

 Dynamite
 1

 Probably malicious
 3

 Linknown
 29

## Loss to Properties

Pellston district Hemlock logs and wood	35,00
Onaway district Cedar posts and logs, pulpwood, ties, hardwood	
logs and wood	1,571.52
Springvale district—Chemical wood	20.00
Wolverine district-Set of camps, bark, ties, posts, logs, shingle	
bolts and hardwood tie-cuts	1,120.00
Johannesburg districtCedar posts and poles	74.00
Deward district-Hemlock logs, bark and cordwood	1,593.18
Mancelona district-Damage to 230 M standing timber	
Wexford district-Chemical wood	74.00
fotal	\$4,947.70

The loss, here reported, we believe may be considered small when compared with other seasons now past. The burning of 35,900 acres was especially dangerous as the area was covered with a highly inflammable material and the fire, at times, was driven by the onrush of heavy gales of wind which materially enlarged the possibility of loss, especially so when the large amount of harvested timber subject to the hazard of fires is considered.

We are pleased to report there is much interest being shown in the movement against forest fires by the management of the following named railroad companies: The Michigan Central, Grand Rapids & Indiana, and the Boyne City, Gaylord and Alpena. These roads have and are still making a great improvement in locomotive screens and they have instructed their employes to use every precaution against the spread of fires set along the right-of-way. For your information and in justice to the above named railroad companies, we submit the following comparisons:

Server of 1912

Michigan Central Railway used serion with 15-64 inch opening

Grand Rapids & Indiana used s to n with 15-64 inch opening Boyne City, Gaylerd & Alpena used siren with 14-64 inch opening Total free set by becomotives was 148, which is 65 per cent of the total number of all fires recorded.

State of 1912

In the latter part of the season the Michigan Central installed screen

In the latter part of the season the Grand Rapids & Indiana Railway Company installed screen with a 12/64 inch opening in place of the old

Boyne City, Gaylord & Alpena engines came out in the spring equipped

with perforated plate with an opening of 11 64 by 11/4 inches.

Total fires set by locomotives was 89, which is 30 per cent of the total number of all fires recorded.

It is noticed bent a gar a that there is a good or consent of ing made in railroad equipment. The indications are that a large percentage of the locomotives operating in the fire zone are now using screens with 12/64 inch openings with the exception of the Pere Marquette Railway Company which, so far as we are able to learn, is not making any changes but is still using 15/64 mesh screens in the front end of its locomotives. We appreciate the efforts the railway companies are making to cut down the number of fires set by their engines and we trust that next season we can report even a smaller percentage of fires chargeable to railroad equipment.

The time to have a definite understanding of terms of sale is when an order is placed-not after shipment is made.



# Conversion of Logs Into Veneer



The figures on veneer production for 1905 show that 181,146,000 feet of material, log scale, were converted into veneer that year. The output comprised 1,108,518,000 square feet of veneer, made from fifteen kinds of wood, listed by name, and certain others which were figured in the total but were not named separately.

Recent statistical returns give the veneer cut in log scale only, but the early reports gave the log measure and also the superficial measurement of the product. Veneer, as is well known, is thin lumber. It is cut from a little more than a quarter of an inch in thickness to less than one-one-hundredth of an inch. A log which would make 500 feet of lumber one inch thick will be good for several times that many feet of veneer, surface measure.

It will perhaps surprise those who are not acquainted with the actual production of veneer that the average output of surface feet is so small compared with log scale. The census reports for 1905 and 1906 give the log scale and also the surface measure of the veneer produced from the logs. The following table gives these figures for all the veneer reported in the years 1905 and 1906:

	1905	1906	
	Sq. ft. veneer per	Sq. ft. veneer per	
Wood	1,000 ft, log scale	1,000 ft. log scale	
Red gum		5,667	
Yellow pine	3,234	4,000	
White oak		6.327	
Maple		10,300	
Cottonwood	2.758	3.711	
Yellow poplar	5.785	7,966	
Basswood	7,283	4,779	
Birch	10,200	8,170	
Elm	10,958	7,630	
Tupelo	5,752	5,024	
Red oak	6,253	7,526	
Beech	13,400	7,500	
Ash	8,797	5,700	
Walnut	12,279	13,121	
Sycamore	2,500	3,990	

This shows that on an average for that year 1,000 feet log scale made 6,000 superficial feet of veneer.

The average thickness of the veneer is not given, consequently the percentage or ratio of log scale to the output of veneer cannot be ascertained. The thinner the veneer, other things being equal, the more superficial feet will result from the conversion of 1,000 feet of logs. That is, a log will make more superficial feet of veneer one-twentieth of an inch thick than of one-tenth inch. The foregoing table does not, therefore, furnish a basis for estimating how much veneer of a given thickness a thousand feet of logs will make. What it does show is that, averaged for the whole country that year, the ratio was one to six. That included rotary cut, sawed, and sliced: The rotary cut amounted to 1,842,818,000 feet, the sawed and sliced to

Where material is perfect, or nearly so, there is comparatively little waste when logs are converted into rotary or sliced veneer. The core of seven inches, or thereabouts, is the largest item, and

this is often saved by sawing it in crate stock or other small dimensions. But perfect logs are scarce. Knots, shakes, frost cracks, dote, and other defects greatly reduce the output from the average run of logs going to the veneer mill, and breakage in otherwise perfect sheets still further reduces the output. Some experienced veneer manufacturers consider a waste of twenty-five per cent very low.

There is no average thickness for veneer. If an average were calculated for one year, it would not hold for any other year. Some thicknesses represent much more of the output than others. This may be shown by quoting extracts from the reports of manufacturers in 1909, which was a year of very complete returns, being the decennial census year. The table which follows shows the amount of every thickness produced, both rotary cut and sliced or sawed. The figures are all log scale, since the superficial measurements are not given in the reports for that year.

	Rotary cut, feet	
5-16 inch and over		3,500.000
13-42 inch		
9-32 inch		
1-4 inch		2.624.000
7-32 inch		48,000
1-5 inch		500,000
3-16 inch		1.967.000
1-6 inch		908,000
5-32 inch		2,100,000
2-13 inch		
1-7 inch		
1 5 inch		2,172,000
1-9 inch		750,000
1-10 inch		723,000
3-32 inch		
1-11 inch	. 225,000	
1-12 inch	. 9,348,000	374,000
1-14 inch	285,000	200,000
1-15 inch	78,000	13,000
1-16 inch	. 37,355,000	4,886,000
1-17 inch	185,000	
1-18 inch	2,106,000	505,000
1-20 inch	. 17,328,000	16,688,000
1-21 inch	25,000	
1-22 inch	1,909,000	15,000
1-24 inch	2,472,000	1,527,000
1-26 inch	186,000	15,000
1-27 inch	206,000	
1-28 inch	1,706,000	2,264,000
1-30 inch	13,866,000	2,592,000
1-32 inch	998,000	
1-33 inch	1,065,000	
1-34 inch	129,000	
1-36 inch	270,000	
1-50 inch	1,000	
1-100 inch		436,000
1-110 inch		135,000
Totał	390,929,000	45,052,000
mt		

The very thin vencer, one-one-hundredth of an inch in thickness, or less, was all Spanish cedar, and presumably was used by eigar box makers. The thinnest rotary cut veneer was maple, one-fiftieth inch thick.



# Keeping Tab on Car Movements



Lack of system is one of the most generally noted faults in the offices of lumbermen the extent of whose business is sufficiently great to suggest the adoption of reasonable methods of preventing errors and loss.

Cases are on record of cars being shipped out without a proper record being made and without an invoice being sent to the customer. These cases have been uncovered by accident. There are plainly many others, not located, which have been handled in this way, to the material loss of the lumber company.

If a business is small, and if the owner of it is on the job all the time, the chances of serious errors are slight; but when the concern has grown to such a point that the memory of the head of the establishment cannot contain all of its details, the opportunity for loss is considerable.

À leading wholesale hardwood concern has recently adopted a checking system for keeping tab on cars, which seems to be worth general adoption. The system is used in connection with shipments from its local yard, and also with reference to shipments from the several mills which it is operating. The plan has the advantage of simplicity, and yet seems to provide an absolute check.

The basis of the record, of course, is the tally. Turning in the tally of the inspector is followed by making out a shipping ticket, in duplicate, containing the results of the tally. These shipping tickets are numbered consecutively, consecutive numbering, in fact, being the basis of the entire system.

The sheets of the salesbook are also numbered, its numbers corresponding with those of the shipping ticket. The entry in the salesbook, in addition to containing the facts shown on the shipping ticket, likewise indicates the price at which the lumber was sold, and the books of the concern are posted from this record.

In the case of the local yard, the duplicate of the shipping ticket is not needed particularly, but where the shipment was made from a distant mill, the duplicate is kept on file at the mill for the information of the superintendent.

The bill of lading is issued in triplicate, as usual, and the car number and other information are entered in a book used for that purpose exclusively. The entries are numbered, the numbers corresponding with numbers printed on the bill of lading itself.

This is the entire system. Now let us consider how it works and what conditions it is calculated to take care of. In the first place, the use of consecutive numbers furnishes a "flag" or warning by which any lost or omitted record can be indicated. For instance, if the person in charge of the salesbook notices that one number is missing, the local yard or the outside mill, as the case may be, is called on to supply the missing number.

On the other hand, the salesbook is checked against the bill of lading book, and it is determined that an entry for the salesbook, which, remember, is the basis for the ledger charges, has been made to correspond with every car shipment indicated by the bill of lading book. The use of the consecutive numbers on the latter insures the proper entry of every car, for in the event of failure to turn in the bill of lading used for this purpose, its absence is immediately noted. The use of consecutive numbers and duplicates means that a lost record will be noted, and that it can be rewritten without inconvenience.

Another feature of the bill of lading book which is worth noting is that provision is made for handling shipments which are not made in the routine way. For instance, if a car of lumber is purchased at one point, shipped to another for drying and then reshipped direct to the consignee, there is a possibility of the record being incomplete and inaccurate by reason of the tie-up at the kiln, or the suspension for any reason whatever at any other point. To take care of this, the bill of lading book, containing the car number and other information, carries a special indication that the movement is incomplete, and that a further

record must be made of its final disposition. This prevents the item from being lost track of, and insures attention being called to the status of the situation.

The head of the concern which has adopted the system referred to said that the checking arrangement was not made simply because of a craze for "system," or to introduce red tape into the office. He explained that actual experience had demonstrated the need of some such protection, and that it was furnished for that reason only.

"We know of two cars which got away from us prior to the time we put this system into use," he said. "One we located because the customer wrote to make a complaint about some feature of the shipment. That called attention to the omission of the record and enabled us to get track of it. In another case the customer was simply honest enough to call our attention to the fact that no invoice had been sent, enabling us to make an investigation and determine the car which had escaped the proper record.

"Take the bill of lading question, for example. No car is shipped without a bill of lading being made out, of course; but when unnumbered pads are used, it frequently happens, or at least can easily happen, that in case of a 'jam' in the office, someone will hurriedly make out the bill without referring it to the proper party for entry. The result is that the car is sent on with no record behind it. This cannot happen under our system. Then again, tally-sheets may become lost and no salesbook record be made. In that event the entry in the bill of lading book gives us the clue and enables us to ascertain the information we need.

"It might be supposed that the introduction of a system of this kind has been accompanied by an increase of work. On the other hand we have found that in most cases it has cut down the amount of labor required. Heretofore frequent copying, by hand, was necessary to have the proper records made. Now, with a loose-leaf system installed, the facts can be written on the typewriter, copies made at the same operation, and time and labor saved. It must be remembered that the smaller the number of clerical operations, the fewer the chances for mistakes of that kind to be made."

Another feature in connection with the checking operation is keeping tab on wagon business. In the big wholesale yard or sawmill, where carload business is the principal item, wagon hauß are likely to be overlooked if close attention is not given them. Even in retail yards, where wagon business is the only kind of trade handled, it is well-known that unless a systematic method of checking this business is provided for, wagons will get out without being recorded and the lumbermen will be able to make no charge.

For this reason it is desirable that the same sort of record, in general, be used for wagon-load hauls as for carload movements. That is to say, a ticket, in triplicate, with consecutive numbers appearing, should be used. The yard office man of course keeps one of the tickets; one is sent to the customer with the wagon, and the other goes to the office. Here again the simplicity of the scheme and the fact that the tickets are consecutively numbered operates to call attention to an omission.

It is possible, of course, for a careless driver to leave without thinking to get the ticket, or for a careless clerk to wait until all of the loads intended for a certain customer are sent out, before making up the tickets; but if the concern insists on every wagon being ticketed, and if its customers become accustomed to receiving a ticket for each load—an arrangement which is a protection to them as well as to the seller—arrangement will soon become a matter of routine to everybody in the yard, and will be taken care of accordingly. The systems referred to have been designed for the purpose of preventing innocent mistakes, but would also serve as a check on dishonest employes.

G. D. C., Jr.



# Red Gum



## 1TS HISTORY, STAND AND CUT

The people of the United States are beginning to take inventories of natural resources. Formerly that was not done, because it was customary to consider that all-bountiful nature would go on forever supplying the necessities if not the luxuries of life to the fortunate inhabitants of this country. People are beginning to learn better. They now understand that a natural reso consider a penel to a consultation and an abank at the store

taken care of or it will not last in-

Timber belongs in that class, and red gum may be given special consideration because it has reached a prominent place in the country's industries. That position has been attained quite recently. The oaks, pines, vellow poplar, walnut, and many other woods were well known long before the general public had heard of red gum; but when once it had attracted attention its capture of a large market quickly followed. Inquiries are frequently made as to the length of time the gum supply will last. The answer depends upon the available quantity, and the rate of cutting.

The range of red gum begins in the Northeast in Connecticut, and follows a fairly straight line southwesterly to Missouri, and from there the boundary of its range Trinity river, Texas. This tree is found in all the states south and southeast of that line; that is, in the southern states. The largest stands are in the lower Mississippi valley. Estimates based on statistics collected by the Bureau of Corporations place the total stand of this wood in the United States at about 50,000,000,000 feet, board measure. In amount it is equal to about one-fourth of all the oaks in the country; two and a half times the hickory; three times the ash; one-fifth more than cypress; nearly three times the maple; many times the elm; and except the oaks, it exceeds in amount any other hardwood, or group of hardwoods in the United States. In fact, it is estimated that one-eighth of all the hardwoods of this country is red gum. It is, therefore, apparent that it is a timber of great importance.

The next question is how much is cut annually; for, if the available quantity is known, the rate of cutting will determine the probable time it will last. The figures on lumber output, compiled by the Bureau of the Census and the Forest Service, give the following cut of this wood by states.

CUT OF RED GUM BY STATES IN 1911

State	Feet B. M.	State	Feet B M
Arkansas		Illinois	5 200 000
Mississippi		Georgia	3,120,000

----11 117 .... North Carolina ...... Indiana .....

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The above is the red gum lumber output. It is by no means the whole demand for this timber. Veneer manufacturers cut 133,175,000 feet. log scale, a year and the makers of slack cooperage produce 416,000,000 red gum staves. A considerable other articles. It is safe to say purposes at present does not fall short of 1,000,000,000 feet a year.

This enormous drain will not exhaust the supply now available in less than half a century. By that time stands now young will be almost ready to cut, if the growing thems are given a box

Red gum is sold in all the leading markets of the United States. Complete figures showing the quantity going into all the states annually are not available, but as far as they are to be had they are given in the table which follows. All are government figures except those for West Virginia which were supplied for the State Geological Survey, by A. B. Brooks:







FOREST GROWTH OF RED GLM



# Northern Lumbermen Meet



The fall quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association was held at Eau Claire, Wis., October 29, where the members of the association were guests of the John H. Kaiser Lumber Company and the New Dells Lumber Company. The treasurer's report showed a balance on hand of \$3,763.53. The condition of the association was discussed in the report of the secretary, R. S. Kellogg. He said that the usual number of reports upon proposed logging operations this winter indicate about the same hemlock input as last winter, but quite an increase in hardwood logging.

The reports upon woods wages show an increase of about five per cent over 1912, or about the same increase that 1912 showed over 1911. Following is the schedule:

Average woods wages per month including board at present compare as follows with reports in October, 1911 and 1912:

	1913	1912	1911
Choreboys	29.90	28.50	26.00
Roadmen	30.80	29.10	27,40
Swampers	31.00	29.30	26.40
Cookees	32.80	30.80	29.00
Sawyers	34.30	32.90	29.80
Barnmen	35.00	34.50	31.90
Hookmen	35.60	34.20	31.30
Teamsters	35,80	34.20	31.40
Top Loaders	39.60	37.80	34.80
Blacksmiths		55,90	56.50
Cooks !	67.50	66.50	64.75
Engineers		68.20	73.00
Indications point to a good supply of lab	orova hud	it io	thought

Indications point to a good supply of laborers, but it is thought that the cost of feeding them will be greater than last year. Beef in particular is higher, but a suggestion was offered that soups, dumplings, and other things that a good cook could prepare might partly take the place of beef.

The Industrial Commission, with free employment offices at Milwaukee, Oshkosh, La Crosse and Superior, has supplied a good many woodsmen, and it is said that with the benefit of previous experience and records which are being compiled, these offices are now able to supply a better grade of labor than when they were first opened. Arrangements are practically completed for the establishment of a fifth free employment office by the Industrial Commission which will be located in Wausau, so firms whose operations are easily accessible from that point will doubtless be able to get considerable help through the new office.

The association has subscribed for forty-five shares of stock in the Forest Products Exposition Company, and an appropriation for the exhibit of \$2,500 was made to be expended by the advertising committee, if mutually satisfactory to the Michigan association which has appropriated a like amount. It is proposed that the two associations join in making an exhibit.

It was recommended that the association become a member of the National Conservation Congress which meets in Washington, D. C., November 18-20. The membership fee is \$25, and the principal advantage to lumbermen would consist in giving them a voice in many important conservation matters that will be before the public from time to time, some of which vitally concern timber interests.

Trade conditions were reported excellent for northern hemlock and hardwoods, and there is no indication of a coming change for the worse. Building operations have been good, and there is no danger of an over supply of lumber in Wisconsin and Michigan.

Cut and shipments, Oct. 1, 1912, to Sept. 30, 1913;

	Cut	Shipped
Hemlock	#^0,963,000	460,514,000
Ash	7,066,000	8,742,000
Basswood	₹7,044,000	53,536,000
Birch	85,374,000	99,869,000
Elm		30,559,000
Maple	80,850,000	83,540,000
Oak		. 3,268,000
All hardwoods	328,551,000	314,155,000

Reports upon log input and woods wages have been received from seventy representative firms throughout Wisconsin and northern Michigan.

The log input of the reporting firms last season and the logging planned for this winter compare as follows:

	Hemlock	Hardwood	Pine
	M Freet	M. Freet	M Feet
Logged 1912-13	341,551	232,473	76,753
Expect to log 1913-14	351,800	271,950	67,252
			Feet
Logged 1912-13-all kinds	 		650,777,000
Expect to log 1913 14 all kinds			691,002,000

An address describing methods of kiln-drying lumber was given by H. D. Tiemann of the United States Forest Service. Mr. Tiemann is the inventor of a dry-kiln, the patent for which has been dedicated to the public. His address began with well-known facts that:

Lumber must be dried before used.

Lumber when seasoned is in a condition it has never been in before.

Drying lumber is not simply the evaporation of moisture but a material change in an interwoven structural material.

Kilns are not all giving complete satisfaction as indicated by the inquiries we receive from all parts of the country.

Speaking of the structure of wood he said that it was similar to honey comb, the difference being that the cells were longer. Water is in wood in two conditions—one from the water filling the cells and the other imbibed water in the fibre of the cell walls. The removal of water from the cells of wood makes no change in the structure, but removal from the cell walls changes the wood and causes shrinkage and also makes it stronger.

He said that the chief objects of drying lumber were (1) to reduce the shipping weight (2) to reduce the quantity of stocks in the yards; (3) to improve the quality of the woods, especially hardwoods; (4) to prepare lumber for the uses to which it is to be put.

Mr. Tiemann said there are three types of kilns, first, the dry air type, which is now becoming obsolete; second, the moist air system of which there are many kinds, and third, superheated steam kilns.

In the average kiln as used at present actual loss in the stock varies from one to three per cent, due to checking, warping, etc. With some woods, such as gum, it goes as high as thirty per cent or more. Air drying lumber does not invariably produce good lumber chiefly because no control can be exercised over conditions affecting the seasoning. With proper kiln construction drying can be better controlled and proper kiln drying saves the loss that comes from air drying. Lumber proper kiln dried will not absorb as much moisture as air dried lumber, thus eliminating much of the liability to shrink or swell. In drying lumber in kilns care should be taken that evaporation from the surface is not faster than transfusion from the interior. If the surface is dried too rapidly checking or case bardening will result and then the interior of the wood will check. In proper kiln drying three things can be accomplished: (1), the control of humidity which is one of the most important things in a kiln; (2), the control of temperature-soft woods are less affected by high temperature than hardwoods, and (3) the control of circulation. The control of humidity, circulation and temperature are necessary to the best work in drying lumber.

The advertising committee reported that the publicity campaign had brought highly satisfactory results. More than 1,400 replies had been received from the birch advertisement alone, chiefly from architects, builders, contractors, and carpenters. The committee closed its report with the following pointed paragraph:

Some members have expressed themselves as believing that the remarkable firmness in hemlock prices and the advance in birch prices this year in the face of adverse conditions elsewhere in the lumber industry have been due to our advertising campaign. While we do not feel like claiming such large results in so short a time we do believe that our advertising appropriation has been fully justified, and that it should be regarded not as an office expense, but as a judicious investment which is bound to have a most beneficial effect in the sale of our products.

W. J. Kessler, chairman of the insurance committee, then read the following exhaustive and instructive report:

## Report of Committee on Insurance

Your committee on insurance has, within the brief time that has been allowed, gone into the matter of fire insurance as thoroughly as possible.

The suggest of are insurance in relation to lumber risks is a deep and intil ate one, and tealizing tably how very unintersting a mass of statistics and highest on this subnet would be to a meeting of this kind we have almed to eliminate as much of that kind of matter as possible.

During the investigation which this committee has carried on, quite a number of our members were consulted, and it is very surprising to learn that the question of fire insurance rates appears to be a proposition quite foreign to their interests, they apparently being satisfied to pay the rates imposed, with the evident feeling that these rates are so fixed and invulnerable that there is no recourse.

For the purpose of a little enlightenment for a number of the members, and by a special request, the committee will ask your kind indulgence while it treats on the elementary principles of insurance.

First, we will take up the question of rate making. The question has been asked us how are these lumber rates made. rates in Wisconsin are made by what is known as the Wisconsin Inspec tion Bureau, under an analytical system of rate making known as the Dean schedule. This assumes a certain standard risk and makes additions for defects in construction and hazards from occupancy and exposure and gives credits for advantages in construction and fire protection These charges and credits are made by percentages upon a basis charge. This basis charge is a definite number of cents per \$100 of insurance, and a basis table is adopted for the state, which provides for different basis rates, for the various cities, classified according to size, fire protection and other conditions affecting fire hazard. The adoption of this basis table and classification of the cities is a matter of individual judge of the person applying the schedule, and it has been shown in adopting this schedule for Wisconsin at the time of the introduction of the Dean schedule, an attempt was made to approximate as nearly as possible the existing rates.

In this state a local board of underwriters or an association of local agents in any city or village are authorized by statute to establish and maintain rates therein. This statute enacted in 1897 specifically pro hibits all other attempts to establish or maintain rates, and these local boards are the only rate making establishments recognized by our law The practical operation of these boards, as developed from testimony in investigation which our legislature of 1911 ordered, is of some interest. The cities of Milwaukce, Madison and Superior have boards which employ their own expert raters and operate independently of the Wisconsin Inspection Bureau, through which the estimates of rates for the rest of the state are made. The Wisconsin Inspection Bureau, which is located at Milwaukee under the management of H. C. Griffing, makes surveys and so-called estimates, and these estimates are sold to the different companies and furnished to their agents as required. Variations from these estimates are comparatively rare. Where variation has been made from these estimates it was done in favor of a large insurer, to meet mutual or other competition from outside of the members of the

The testimony referred to is practically unanimous that there is no competition whatever between agents representing local boards or between companies whose agents are members thereof. There have been instances where agents of established companies outside of the local boards have written risks in a city at a rate lower than the board rate. It is claimed that when this has been discovered the local boards have demanded of the companies taking such risks that the same be cancelled and that such cancellations have been made. There is in these instances a direct clash between the representatives of companies, and agents who seek to maintain rates, and of the insured who seek the lowest rates. With the local agents authorized by law to co-operate in making and maintaining rates to be charged by them, and with no appeal from such action, it is not to be wondered that insurers, whose premiums are sufficiently large to warrant attention to the subject, protest and seek insurance outside of the local agents, and often from companies not authorized to transact business in this state.

The problems of fire insurance rates are under scrutiny, not only in Wisconsin but in many other states. Our present system of regulating the business of the insurance companies seems to be at fault. There seems to be an increasing public demand that the state shall take this subject in hand and make a thorough investigation. The proposition, however, is so large that it will be some time before the legislature can handle this problem intelligently.

The field of supervision has extended to the question of the cost of the insurance, and the possibility of the reduction both in our fire loss and in the expense of distributing that loss. The property destroyed is the smaller part of the loss for which fires are responsible. The expense of the insurance is almost equal to the loss which it distributes. The cost of maintaining fire departments and other fire protection is not much less. Worst of all, the business of fire insurance appears to be so conducted as to tend toward increase rather than decrease of the fire losses. The business of insurance and the amount of money handled increases as the loss increases. The agents of the companies who are best acquainted with the property insured are paid a percentage on the premiums they collect. The higher the risk of loss and consequent premium the higher the payment to the agent. The greater the volume of premiums the greater the business and consequent chance of profit to the companies. It is a credit to the companies and agents alike that in spite of this condition, a movement for fire protection has been promoted by the companies and joined in by many of the agents.

It is, however, too much to expect that the activities of the companies or their agents shall extend toward comprehensive future plans for the practical elimination of fire waste, and consequent reduction in the business of insurance such as has been brought about in the European countries. This must be accomplished by intelligent action by the The agitation over the question of fire insurance rates has resulted in legislation in quite a number of the states. Our legislature of 1911 ordered an investigation into matters relating to the business of by the legislature has held a number of meetings and taken a lot of testimony in various cities throughout the state. This committee is required to make its annual report with its recommendations on or before Dec. 1 of this year. Its work has not progressed to a point where any definite conclusion has been reached, and any statement of conclusions should be deferred until the committee report is made. have already referred to some of the findings of this committee, which comes to us as advance information.

Some time ago Mr. Kellogg gathered some very interesting statistics on fire insurance rates from the members of this association. The rates \$6.70 on sawmills, from 90 cents to \$6.30 on planing mills and from \$1.10 to \$3.60 on lumber yards. Some of the lower rates, of course, being preferred risks, such as sprinkled mills, well protected lumber yards, etc. In another report which Mr. Kellogg published, and which touches a vital part of the subject before us, is the ratio of losses to the premiums paid. From information which our secretary procured it was not possible to segregate intelligently sawmill risks, planing mill risks and lumber yard risks, for the reason that in a number of instances these risks were combined. The forty-two firms reporting show a total loss ratio for a period of ten years of something like twenty-three per cent, It is amusing indeed to compare these figures with the figures that the old line companies submit. Replies have recently been received from some twenty-five or thirty of these old line companies, in which they all invariably claim that their Wisconsin experience with lumber risks has been most unsatisfactory, and that their loss ratio runs from sixty to seventy per cent. Giving them the benefit of all doubt in this matter, and recognizing fully that in the compilation of these figures they group not only lumber but other woodworking hazards, this committee is inclined to doubt the correctness of their statistics.

Of course this feature must be taken into consideration in the comparison of these loss ratios, the figures which Mr. Kellogg has compiled and which show a loss ratio of twenty-three per cent can be justly termed preferred risks, while those of the old line companies undoubtedly include a great many poor risks. The sammill away back in the woods, without any fire protection whatsoever, is a poor risk. When they have a fire their loss is generally total and their loss forms a very important factor in the loss ratio of the old line companies.

The question which is before this association, and which has been given to this committee to solve, is "Can we reduce our present apparently exorbitant fire insurance rates?" We believe that if this matter is intelligently handled, quite a material reduction may be effected. useless for us as individuals to attempt to batter down the rates of the old line companies, operating under the so-called board rates. proposition must be handled collectively. Your committee recommends, first, co-operation with the National Lumber Manufacturers' Association. which is now actively engaged on this very same proposition. In a recent interview with Secretary Rhodes we were informed that the National association has in view the formation of an inter-association, national in its scope, to be composed entirely of lumbermen. tional association first had under advisement the project of taking over one of the now existing inter-insurance associations, but this plan has not been taken to very kindly, and a feeling seems to be manifest everywhere that this business of insurance is distinctively our own business, and that it should be handled and managed by the lumbermen themselves.

Mr. Rhodes advises us that interest in this proposition is very intense, particularly in the West, and that this proposition will soon be developed into something tangible. You of course will understand that in an inter-insurance association, such as the National association is to form, only a certain percentage of your risk can be safely handled. Perhaps the limit of liability accepted by such an association will not be over twenty-five per cent. The balance of your risk will still have to be placed elsewhere.

Here we wish to lay before you the remedles proposed by Mr. Holt of the George H. Holt Company, insurance expert of Chicago, who addressed our convention at the Green Bay meeting in July. We were unable to form any comprehensive idea of just what Mr. Holt's plans were from his address at our July meeting, but in several interviews which we have had with Mr. Holt since his plan seems to be that we should purchase our insurance collectively. Mr. Holt seems to be very confident that the board rates of the old line companies can be reduced. He appears to have a very comprehensive and, the committee believes, an entirely feasible plan for bringing the necessary pressure to bear.

He proposes first to make a thorough field investigation of all risks which may desire to lend their support to such a movement. The plan calls for a couple of expert raters to visit our various plants and study the hazard which surrounds them, and then classify these various risks, such as class "A." class "B." etc."

Working in conjunction with a committee empowered to place all of

one insurance collectively. We field believes that an impression may be made on the old line companies and that a material reduction in rates can be effected. Should the old line companies see lit to ignore our request for lower rates, Mr. Hott claims that he can place the entire line with good, responsible outside companies, making a distribution that will be entirely safe and satisfactory, at rates materially less than the old line stock company rates. Mr. Holt thinks that the expense of placing the insurance in this manner may be about one per cent of the premiums pard

The plan of forming an inter-association of our own, composed of members of our association only, your committee hardly believes feasible. We question very seriously whether we can interest enough of our members in such a movement to make it practical. Such a movement must have a large support to make a reasonably safe distribution of the risk

We do not see any conflict between Mr. Holt's plan and the preposed National interinsurance organization which as members of the National association we desire to encourage

When the National association has formed its inter-insurance depart ment and we wish to avail ourselves of the benefits of that plan, we can cancel enough of our insurance to turn over to the National movement as much as it may be willing to accept

The grading committee recommended the manufacture of hardwood hearts of beech, birch, elm and maple into ties, believing there was a more profitable market for them in that form,

The following standard sizes of lumber were recommended by the committee:

PHECE STULE ROTOR

4, 6, 8, 9, 40, 12, 14, 16, 18, 22 and 24 tost. Widths: 4, 6, 8, 10 and 12 inch, 65, inches thick BOXES, ROTOR

Lengths: 4, 6, 8, 10, 12, 14, 16 and 18 and 20 feet

Widths: 4, 6, 8, 10 and 12 inches, 5/16 inches thick. DELSSIE LIMERE

Piece Stuff, S1S1E

 $13_1 \times 33_1$ ,  $13_1 \times 55_1$ ,  $13_1 \times 73_1$ ,  $13_1 \times 93_1$ ,  $13_1 \times 113_1$ .

Boards S1S, 13/16 inch thick.

Flooring, ceiling, shiplap, drop siding. 31, 51, 71, 91, and 111, inch tace Widths

Standard thickness 13/16 inch.



# Kiln-Dried Hardwoods



If you were operating a planing mill, small furniture factory or doing any other work that required at times the use of thoroughly kiln-dried hardwood, and should find yourself wanting some of this thoroughly dried stock, would you know where to turn to get it or have any idea where to look for it?

This question was brought to mind quite recently by a man who was contemplating making a feature of kiln-dried hardwoods for market. He had not thought of it as an entirely new enterprise, but owing to a certain circumstance he found himself with surplus kiln capacity and was making a study of the possibilities of handling hardwood and making a feature of offering kiln-dried stock.

Did you ever search through the advertisements of a lumber paper with this idea in mind? If you did you have realized that it is seldom met with. Kiln-dried stock is a fairly common phrase in vellow pine because the larger mills make a strong feature of kiln-drying. Hardwood mills, on the other hand, fight shy of the dry kiln and leave their customers to do the kiln-drying, confining themselves largely to air drying. You can find dry stock-airdried stock-advertised, and now and then kiln-dried hardwoods, but the instances are few. A thorough search through the current numbers of two lumber papers, one of which was HARDWOOD RECORD, brought to light two instances of kiln-dried hardwood being featured in the advertising. There is another incidental mention of kilndried hardwood flooring, but in the issue of the RECORD examined there was only one instance among all the advertised hardwood where kiln-dried stock was featured in the advertising. Perhaps there are more mills and yards prepared to furnish kiln-dried stock, but only one instance of advertising this fact was found.

All this brings with it the other question of how much of a market could be found or how great an advantage gained through the handling of thoroughly kiln-dried hardwood. There are undoubtedly many of the smaller users of hardwood who are not well equipped with dry kilns and would appreciate a convenient source of supply where they could get thoroughly kiln-dried stock for their work.

A specific instance of this kind comes to mind now of a planing millman who had a small dry-kiln equipment which he used to more thoroughly dry quite a lot of his finish, including both pine and hardwood. He found, however, that he couldn't successfully dry quartered oak in this kiln, and at times he was seriously worried over this matter. He had even gone so far in an instance as to refuse to bid on some job of millwork specifying quartered oak because he was not in a position to do the thorough drying necessary to make the job as good as it should be. There had been some trouble with work in which the oak was not thoroughly dry when put up and it was found after experiments that it was impractical to thoroughly dry quartered oak with his equipment. He was confronted with the proposition of either finding some place where he could buy thoroughly kiln-dried quartered oak as he needed it or passing up jobs involving this kind of material.

There are perhaps many other planing millmen in just the same position and it is likely that among the smaller users of hardwoods there are times when it would be decidedly advantageous to the user to buy his hardwoods already kiln-dried.

The question is whether or not there are enough of these to justify more featuring of kiln-dried stock. It is an interesting question which would perhaps bring varying answers to the minds of different people. It may set some men with hardwood vards to thinking and figuring over the possibilities of making a feature of kiln-drying as well as assembling and making up mixed cars. It may set some millmen to figuring on the advantages that might accrue from putting in a dry-kiln equipment and preparing to furnish their customers with kiln-dried stock. Anyway, it is an interesting question that the hardwood trade may well give consideration to, and it is a fairly safe gamble that we will see more of it in the future, more featuring of kiln-dried stock in the hardwoods. Surely there is a chance for those who are prepared to furnish it to gain a little in the way of special trade by featuring this in their advertising, since it need not cost any more than to feature band-sawed stock or use any other feature lines in the advertising space.

## Logging in Memphis Territory

The movement of logs to Memphis during the past fortnight has been on a somewhat smaller scale. The amount of logs along the right of way of the railroad is reported comparatively small and this is the explanation for the decreased receipts. The low stage of the river has also been a factor, the arrivals by water having been comparatively small. It is noteworthy, however, that weather conditions throughout this territory during the past ten days have been much more favorable for logging operations, with the result that the outlook is considered better for an adequate supply of logs for the winter. It is recognized, however, that weather conditions will play an important part in determining whether or not there will be enough timber prepared before the advent of real winter weather to meet the requirements of mills at Memphis and elsewhere in this territory.

Comparatively little is heard regarding the shortage of cars. There are some complaints from non-competitive points in Mississippi, Arkansas and Tennessee where it is impossible to get enough empties and where the railroads are slow in moving cars after they have been loaded. As a general proposition, however, it may be noted that the situation is far better than usual in respect to the number of empties available and the promptness with which these are moved after they are loaded.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the Inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

## B 593-When Is Kiln-Dried Lumber Dry?

Cincinnett, O., soc. 30. Editor Harawood Record. We have been killedrying four curs of eak per month for the last year and have given aft of the eak dired the identical treatment, and have successfully used this lumber to making trim, base, etc., and it has been perfectly satisfactory. Not being ago, however, we placed in our killes a car of limb platin onk, and in the same kille we had some l-inch plain oak for making into base, etc. The stocks were put in the kille at the same time. The carload referred to was shipped to a customer and he claims that it is not properly killedried. All the oak dried at the same time worked up in a next satisfactory manner. How can we determine whether the lumber was properly killedried on not.

The writer of the above letter has been referred to the "Mail Bag" article, "B 581," on page 36 in issue Hardwood Record, October 25, for complete answer to his inquiry. Editor.

## B 594—Seeks List Hickory Handle Manufacturers

Meraiian, Miss., Oct. 25. Editor II abwoon Racourt. Will you kindly send us a list of hickory handle manufacturers and very much oblige?

LUMBER COMPANY

The above correspondent has been supplied with a list of bekory handle manufacturers. Entrop.

## B 595-Wants 5/8 Quartered Sycamore

Philadelphia, Pa. Oct. 24 Editor Hygowood Ricond. We have a domaid for 100,000 feet of 5.8 quartered sycamore, log run. Can you give us the name of anyone likely to have this stock?

LIMBER COMPANY.

The writer of the above letter has been advised that it is doubtful if this quantity of % quartered sycamore is in stock anywhere in the United States. He has been supplied with a brief list of producers of this wood. Any others interested in the inquiry can have

# the address on application.—Entros. B 596—Seeks Oak Dimension

Mozadian, Miss., Oct. 30. Editor Hyrowood Record. We are in the mark t for several cars of 4 to 7 inches wide, 5 feet 6 inches long, and 128%, 1932 feet long, one face clear white oak dimension. Can you advise where we can purchase it?

LUMBER COMPANY.

We have supplied the above inquirer with a list of oak dimension producers. Any others interested in the inquiry can have the address on application.—EDITOR.

## B 597-Wants Market for 2-Inch Black Walnut

Omaha, Nek. Nov. 1. Editor Hamwood Bacond: If possible, please salves us names of concerns who buy 2" black walnut. Thanking you in advance for any information you can give us along this line, we are.

Any concerns interested in 2" black walnut can have the name of this company upon application.—Entron.

## B 598-Wants Market for 1x10-Inch and Up Prime Plain White Oak

Cincinnati, O., Oct. 31.—Editor Hardwood Record: We manufacture considerable 1"x10" and up prime plain white oak, and are writing you to see if you can put us in touch with buyers of this stock.

Anyone interested in buying material as above offered, can have the address on application.—EDITOR.

### B 599-Two Corrections

A recent issue of HARDWOOD RECORD contained notices of the incorporation of the below mentioned concerns. These concerns have discovered errors in statements made, according to the following letters:

Pisgah Forest, N. C. Oct. 27. Editor Hardwood Record: In your Issue of Oct. 10, page 39, you had a notice of the incorporation of the Carr Lumber Company, stating that same is incorporated at \$25,000 authorized, of which \$2,500 has been subscribed. This company is incorporated at \$250,000, all of which has been subscribed for, and we will very much appreciate it if you will make this correction in an early issue of your paper.

CARR LEMBER COMPANY.

Per Louis Carr.

Hendersonville, N. C., Oct. 29.—Editor Hardwood Record: In a recent number of your paper just received by us, we notice a mention of the

incorporation of the J. R. Willson Lumber Company. We notice that you have made an error in naming the incorporators. We beg to advise that the officers are as follows: F. E. Willson, Pittsburgh, Pa., president: Alexander Willson, Pittsburgh, Pa., vice-president; J. R. Willson, Hendersonville, N. C., secretary and treasurer and general manager. Capital stock, \$25,000. Place of business, Hendersonville, N. C. Handles a general line of briders' supplies and does a whole safe and and planing mill business. Kindly note the correction. "Willson" is lied with two "Its" as we are Scotch Irish. J. R. Willson I. S. C. MPANY, C. MPANY,

## By J. R. Willson, secretary --- treasurer

## B600-Wants Oak Rim Strips

Woodstock, Ont. New 6. Editor Harawood Receab. Kiedly let us know if you can give us the names and addresses of responsible parties who get out white and red oak tim strips. We are in a market for 75,000 good strips.

The writer of this lefter has been supplied with a short list of manufacturers of the goods it seeks. Others can have the see and address on application to HARDWOOD RECORD.—EDITOR.

# Clubs and Associations

## Fall Meeting of North Carolina Forestry Association

The regular fall meeting of the North Carolina Forestry Assessed thou was held in the Chamber of Commerce rooms in Raleigh at 10:30, Sept. 30. Although the attendance was not large, several important matters were transacted. The question of appointing delegates to the National Conservation Congress in Washington was taken up and delegates selected. Great care was exercised in selecting delegates who would attend, and a full representation of the association at the congress is comidently expected.

A resolution was adopted requesting the council of state to plant so far as is consistent with the scenic effect and with the plans of the council, a full collection of native North Carolina trees on the capitol grounds and the grounds of the governor's mansion. This matter has since been brought to the attention of the council of state and it has expressed its willingness to accede to the request of the association.

It was unanimously decided that the next annual convention of the association be held in some central town in the western part of the state. Heretofore, all meetings have been held in Raleigh and, for this reason, many of the western people, who are or should be interested, have been unable to attend. It was also decided that in connection with the meeting some side trip or other form of entertainment be arranged. It is probable that the next meeting will be held in Asheville, toward the end of March or early in April. It is hoped that a side trip through the white pine plantations of the Biltmore Estate or through the conservative logging operations of the Carr Lumber Company on Pisgab Forest, may be arranged.

One of the principal objects of the meeting was to urge upon the logislature the importance of extending the stock law all over the state. The association has always stood firmly for the elimination of the open range conditions and has steadily advocated a state-wide stock law. As a large proportion of those in attendance were directly interested in the stock law measures being considered by the special session of the legislature, an early adjournment was taken to permit the members to appear before the special legislative committee in charge of these bills. Largely as a result of this campaign, headed by the indefatigable enthusiast, B. F. Keith of Wilmington, and strongly supported by the agents of the United States Department of Agriculture, in charge of tick eradication work in this state, the legislature just adjourned has caucted a series of local bills extending the stock law over four more whole counties and parts of six others, and providing for elections on the stock law question in at least five additional counties. This is most encouraging; and if the present campaign can be kept up cand we intend to keep it up) Mr. Keith believes that within four years the whole state will be under this law.

## Big Gathering Planned at Memphis

The Lumbermen's Club of Memphis is again to play the role of host to at least two lumber organizations, and possibly three, at a date to be arranged in the near future. It was definitely decided at the meeting of the club Nov. I that invitations would be extended to the Lumbermen's Club of Louisville and the Nashville Lumbermen's Club to attend the annual banquet of the local organization, and if the date can be so prranged as to include the new red gum association, which is to be formally launched here Saturday, Nov. 15, this function will be held on the evening of the latter date.

The entire arrangements, including the extending of the distance of the date and the character of the entertainment to be accorded, have been placed in the hands of the entertainment committee, of which F. E. Stonebraker is chairman. This committee has been given carte blanche and has been assured that there will be plenty of money forthcoming to take care of any expense incurred, with the result that the members of the club and the visiting lumbermen may expect something

far out of the ordinary. The Lumbermen's Club of Momphis has a nation wide, in lead even an international, reputation as a host and those who know the personnel of the entertainment committee feel sure that this reputation will be enhanced rather than diminished by the features arranged for this occasion.

The Lumbermen's Club of Memphis did not have an annual banquet during the past year and after it was decided to extend the invitations already referred to, it was deemed best that this function should be made the basis of the entertainment features. The members of the club who attend this banquet will pay for their own plates, but an outside fund is being arranged to take care of all other expenses in connection with this function and the raising of the money in question is in such good hands that there is no doubt that there will be plenty of funds forthcoming. There will be plenty of good things to eat and drink and there will likewise probably be either a cabaret show or a theatrical performance to add to the gaiety of the occasion. The exact date has not been fixed and it cannot be definitely settled until the committee has heard from the clubs at Nashville and Louisville with reference to whether or not Nov. 15 will suit. It is hoped by lumbermen here that that date can be arranged in order that the new gum organization, to be formally launched that day, may be started off under the most auspi-cious circumstances possible. If Nov. 15 can be used it is expected that there will be from 300 to 400 lumbermen here and that lumber history along certain lines will be written in red letters.

The meeting on Nov. 1 was attended by about eighty members and was one of the most enthusiastic held thus far this season. Very little business was transacted, aside from the foregoing, but the members were in a happy frame of mind and entered heartily into the spirit of the occasion.

The river and rail committee reported that it was continuing the work assigned to it by the club, while the membership committee reported one new applicant. Three new members were elected, as follows: Associate—Eugene Woods, Woods Lumber Company, Millington, Tenn; active—C. R. Tustin, local manager of the T. B. Stone Lumber Company, Cincinnati, and G. E. Beckendorf, who has charge of the local interests of the Long-Knight Lumber Company, Indianapolis.

The club took no definite action regarding representation at the forthcoming National Conservation Congress to be held at Washington, Nov. 18-20.

### Definite Plans for Gum Association

Lumber interests at Memphis are looking forward with much pleasure to the adjourned meeting of the red gum conference which is to be held Nov. 15 at the Hotel Gayoso. It was practically decided at the meeting held here Oct. 18 that a permanent red gum association would be formed and a committee was appointed to draft a constitution and by-laws, agree upon a name for the organization and fix the date and place for the bolding of its meetings. This committee held an important meeting following the adjournment of the conference and a number of the members of this committee met in St. Louis Saturday, Nov. 1, to further discuss the work assigned to them. It is anticipated that this committee will have its report ready to submit Nov. 15 and that the new organization will be formally launched at that time.

It cannot be stated that the conference has had any perceptible effect so far on the market for red gum. It is noteworthy, however, that the discovery that there was only a moderate amount of red gum on sticks has had a wholesome influence on holders, making them rather firmer in their views. The conference has meant a great deal to Memphis because of the widespread interest here in the welfare of red gum and it has been a subject of much discussion among lumbermen as well as in other business circles. The Business Men's Club has asked to be allowed to assist in boosting red gum in every way possible and it is probable that this organization will be given an opportunity to do so. It is suggested that a publicity campaign will be waged in the near future, in order that the market for red gum may be broadened, and in this event particular attention will be paid to the foreign situation. It is felt that there is a wide field for the use of red gum among foreign consumers of southern hardwoods and some of the red gum manufacturers believe that publicity work in this quarter will result in splendid returns.

The committee appointed at the last red gum conference to secure the names of all the manufacturers of gum in the country has been quite busy. A letter has been sent out to all the manufacturers whose names have been obtainable but, for fear that some might have been missed, M. B. Cooper, chairman of this committee, has asked that a copy of the letter mailed to manufacturers be published in Hardwood Record so that every manufacturer might have an invitation to attend the meeting Nov. 15 and participate therein. The letters follows:

Are you a red gum manufacturer? If so, come to Memphis on Nov. 15 and absorb some of the "get together" spirit that has pervaded the ranks of the gum manufacturers as the outcome of our preliminary meeting Oct. 18, where an annual production of 220,000,000 feet was represented.

Our next meeting is called for the purpose of perfecting a permanent organization and we need your support.

You may not realize now what an organization of this kind can do for you, but you do know that the big slump in gum prices is unwarranted as compared with the market on other woods, and that something should be done.

We know what organization has done for other woods, and the same

can be done for gum, but not unless we receive the hearty co-operation of every producer, whether large or small.

If you have a neighbor producing gum, we appoint you a committee of one to personally invite him to attend this meeting, for the more representative our organization the more quickly and surely will we get results.

The meeting is called for Nov. 15, 10 a.m., at Hotel Gayoso, Memphis, Tenn., and the committee will appreciate a note from you advising that you will be present.

Please bring to this meeting for statistical purposes a careful statement of your gum production for twelve months ending Oct. 31, 1913, Please keep the red and sap production separate, as well as the amounts used for your own consumption in the way of box shooks, etc.

### Philadelphia Golfers Active

The Philadelphia Lumbermen's Golf Club, through the courtesy of Joseph P. Comegys, played its game for October on the links of the Springhaven Country Club. After several days of unpropitious weather, the day broke clear and cold for the season, but with oxygen filled lungs the golfers entered into the game with keen vigor. There was more than the usual interest, as two big prizes, one presented by the New York Lumber Trade Journal, the other by ex-President Frank Buck, were to be awarded. The game was divided into seven foursomes and was played on a course which was in excellent condition. The regular monthly prizes fell as follows: F. A. Benson and John H. Schofield ited for first and second prizes, each having a score of 83 net. A toss-up gave the first prize, a pair of golf shoes, to Mr. Benson; the second, a set of golf balls, went to Mr. Schofield. Eli B. Hallowell and William P. Shearer tied for third prize with a net score of 84. Mr. Shearer, by a toss-up, won a pair of golf gloves.

At 6:30 a sumptuous dinner was served, after which the regular business meeting was in order. In the absence of both the president and vice-president, Frank Buck, ex-president of the club, presided. the exception of a vote of thanks to Joseph P. Comegys and the Springhaven Country Club nothing of special interest came up. Ben C. Currie of Currie & Campbell, last year's secretary of the club and recently elected treasurer, having made the best net score of the season, was awarded the Buck prize, a superb 400-day hall clock, six feet in height, and having made the greatest number of points of the season he also won the New York Lumber Trade Journal prize, a handsomely designed silver cup, standing eighteen inches high. Mr. Curric was overwhelmed that his friends should have been so munificent, but there was a general rejoicing at his deservedly good fortune, as the popular Ben has from the beginning taken a profound interest in the club and been indefatigable in his efforts to promote its success. He was called upon for a speech, but for once the fluent Ben was speechless, his heart was far too full for utterance; all he was equal to was: "Boys, what will you have?"-and they had. It is needless to say the closing scene was one of high good cheer and merriment supreme. It was decided at this meeting to have one more game in November and it was left to the executive committee to decide as to the grounds. F. A. Benson has offered those of the Philadelphia Athletic Club.

## Enlisting Architects in Behalf of Lumber

A world-wide movement to induce architects to give lumber the preference in their specifications was the object of the largest banquet the Lumbermen's Club of St. Louis ever held. It was given at the Mercantile Club Tuesday evening, Oct. 28. There were approximately 180 guests and members present.

The club had as its guests, on this occasion, over seventy prominent architects from St. Louis, Kansas City and other cities, and they were shown the advantages in the use of lumber over substitutes.

The movement was suggested by Julius Seidel, one of the largest retail lumbermen in the city. The movement was discussed with the members of the club, and it was decided to have an architects' night. It was planned to have them addressed by leading lumber manufacturers who would show certain things as to the supply, cost, durability, adaptability and other advantages in regard to lumber.

Capt. J. B. White and R. A. Long, both well-known lumber manufacturers from Kansas City, were the speakers from the viewpoint of manufacturers and Julius Seidel of St. Louis from that of the retailer,

Following the banquet President Thos. C. Whitmarsh, after a short preliminary in which he said there would be no business transacted, said the club was specially honored by having such well-known and prominent lumbermen as Capt. White and Mr. Long present. He stated that the architects were the ones the club wanted to talk to about lumber products. They did the planning of buildings. He wished to assure them that the supply of lumber was not exhausted and that prices were not too high. He urged the yellow pine people to advertise in the newspapers in order to offset the publicity given to substitutes for lumber.

Capt. White then said that there was no cause to be alarmed over the lumber situation. He declared that there was one-half as much lumber in the United States today as there was 100 years ago. With reforesting the lumber supply would never give out in this country. He stated in the course of his remarks that there was no substitute for lumber, that the architects should help mould public sentiment to know the various uses of the various woods, that they should educate the user not to search for substitute, but to use the best wood for the purposes required, that the great talk of the increasing cost of lumber was a story started and maintained by the substitute competitor.

Mr. Long next addressed the meeting, the substance of his remarks being that the local architects should give lumber the preference in their specifications.

Mr. Seldel was the last speaker. He argued that there was a bountiful supply of lumber and said that it should be used more discriminately than in the past if this country wishes to continue to prosper. He urged architects not to draft their plans so as to require the mill to cut the lumber of other than regular stock dimensions.

### Exposition Plans Progress

At the headquarters of the Forest Products Exposition in Chicago reports are being received from all sections of the country, including important Canadian points, indicating the liveliest interest in and general support of the big undertaking. The prospectus, containing floor plans of the Coliseum at Chicago and Grand Central Palace, New York, and rules and regulations governing the exhibition, are being distributed, also posters for display in the offices and plants of every branch of the wood industry and sticker-seals for application to mail correspondence. in the "foreword" of the prospectus is the significant statement: "The assurance is conveyed that the rules and regulations have been prepared with the welfare of the greatest number of exhibitors and the ultimate purpose of the exposition in mind," evidently with the purpose of anticipating any individual objections to seemingly arbitrary restrictions or reservation of executive authority. To those familiar with the preparation and conduct of industrial expositions and general displays, this is a wise plan and provides a chart for the avoidance of future complications.

Manager George S. Wood is authority for the statement that the subsidiary organizations forming the National Lumber Manufacturers' Assoclation are proceeding enthusiastically and in careful deliberation with plans for their respective and joint displays, and many organizations and individual concerns are making preparations for more or less elaborate individual displays. This applies to the affiliated products and byproducts of the industry. Secretary J. E. Rhodes, of the National Lumber Manufacturers' Association and the Forest Products Exposition Company recently returned from a trip through the Southeast and reported activity among the lumber and manufacturing interests in that section in preparing for the exposition.

Emphasis is being laid on the essential value and importance of an active display with actual demonstration as the keynote of the exposition. This argument is based on the effective and lasting impression of showing not only the basic material and its various forms and developments, but the methods employed in production, describing eloquently the story of the wood industry from start to finish in efficiency, possibilities and nermanency.

"The Forest Products Exposition is essentially the clearing house and shop window of the wood industry in all its phases and possibilities," said Mannger Wood, "and in such relationship has no connection with or cognizance of any trade differences, controversies or complications. There is no politics, factional distinction, individual interest or special division to be considered. Entire freedom of action has been given the management with this policy fully authorized and endorsed, and any assumption to the contrary or indicated expression of the management or any controversial phase of the industry is unmerited."

### Southern Traffic Bureau Active in Rate Matters

The Southern Hardwood Traffic Burcau, through a special committee, has adopted resolutions protesting against the horizontal advance of five per cent in general freight rates, as proposed by the railroads operating north of the Ohio river. This action has been taken in order that the railroads may have formal notice of the attitude of this organization, which, directly and indirectly, handles more hardwood lumber and hardwood lumber products than any organization of its kind in the country—about 80,000 cars a year. A thorough examination into the reasons for the advance and the necessity therefor will be made by the bureau and, if it cannot be shown that the advance is justified, the railroads will encounter the active opposition of this organization in this effort to realize the \$42,000,000 increase in revenue represented. The committee, through which the resolutions were drawn, is composed of the following well-known lumbermen of Memphis: George D. Burgess, chairman of the bureau, chairman; James E. Stark of James E. Stark & Co., J. W. McClure of the Belgrade Lumber Company, C. D. Hendrickson of the C. D. Hendrickson Lumber Company, and S. M. Nickey of the Green River Lumber Company,

The railroads have already filed notice with the Interstate Commerce Commission regarding this proposed increase and the Southern Hardwood Traffic Bureau has adopted these resolutions in order that both the carriers and the commission may be apprised of its attitude. It is believed by the bureau that the other roads of the country are planning to follow the lead of those north of the Ohio and the question is therefore one of vital interest to every man engaged in the hardwood trade. The resolutions are quite similar to those recently adopted by the Lumbermen's Club of Memphis.

The adoption of these resolutions marks the beginning of one of the greatest traffic battles ever staged in this country. The lumbermen are willing that advances should be made if they are regarded as absolutely necessary, but they are unalterably opposed to any advance of five per cent without regard to the merits of the controversy as affecting their particular interests. It is estimated that such an advance would cost the members of the bureau approximately \$500,000 additional in

freight alone, and J. H. Townshend, general manager of this organization, has already begun collecting data to be used in preventing unnecessary or unjustifiable advances in lumber rates in connection with this general raise in freight cost. He is backed by the entire membership of the organization, as well as by the Lumbermen's Club of Memphis, and, when the case comes to a hearing at Washington, there will be the largest attendance of hardwood lumber ever witnessed from the South.

The Southern Hardwood Traffic Bureau, in behalf of the Anderson-Tully Company of Memphis, has filed a petition with the Interstate Commerce Commission through which a lower rate is sought on box shooks and other products from Vicksburg, Miss., to certain points in Texas. It is directed against the Vicksburg, Sbreveport & Pacific and other roads and the reduction sought amounts to about five cents per hundred pounds. There are alleged irregularities and discriminations which are sought to be removed.

The bureau is also seeking, through J. R. Walker, counsel for this organization at Washington, an amendment to the recent decision of the Interestate Commerce Commission covering rates on shipments of cotton-wood and gum from the main line of the Southern Railway in Mississippi. It would seem that the railroads are taking advantage of technicalities and that, while they are willing to base their shipments south from the main line of the Southern Railway, they are basing northbound shipments from the extremities of branch lines instead of from the main line.

The bureau is waging an active campaign for new members with a view to bringing the membership to 100. Two new firms have identified themselves therewith, as follows: The John Dulweber Company, Clacinanti, with mill at Morehead, Miss., and the Ward Lumber Company, Chiego, with mill at Sunflower, Miss.

### Conservation Congress Membership

For the first time in the history of the National Conservation Congress opportunity is offered to associations and individuals to become members of the organization. Heretofore the congress has been a purely delegate body. The importance of its work, however, has made it necessary to establish a regular membership. Many applications for membership heretofore could not be granted because no provision had been made for it, but that has now been done. It is expected that a large working memership will be enrolled when the congress assembles in Washington, Nov. 18-20. Individual membership is one dollar a year, life membership \$25, supporting membership \$100.

### Chicago Club Endorses Building Project

Wednesday evening, Nov. 5, the members of the Lumbermen's Club of Chicago gathered at the club rooms for a business meeting and social function. The meeting was called especially for consideration of the proposed lumbermen's building, and the matter before the club was the consideration of whether or not it was wise for the club to move from its present quarters into the proposed quarters in a building to be erected by the McCormick estate. After discussion the question was put to the membership and it was practically unanimously voted that the members of the club were in favor of moving to the new quarters when they are completed. This neeting was in accordance with provisions of the bylaws which state that any such project shall be placed before the club membership for its approval before being referred to the board of trustees. This favorable vote will mean that the matter is referred back to the board, which will have authority to act.

The plan is to devote the entire third floor of the proposed building at the corner of La Salle and Madison streets to the Lumbermen's Club and Lumbermen's Association. This would mean that the club would occupy about 7,000 square feet of space, an increase of half over the present space. The dining room would be enlarged and the owner of the building would install a grill room, which would be conveniently arranged for dumb waiter connection with the restaurant. The club quarters would be crived from location in the Lumbermen's Exchange building would undoubtedly be very great as a majority of the local trade would have their offices located in that building.

The only obstacle in the way has been the matter of expense. The present club expenses for maintenance amount to about \$11,800 annially. Of this \$7,000 is for rent. The present income is almost equal to expenditures and is derived mainly from dues of two bundred resident members and one hundred and twenty-five non-resident members. It is believed that the necessary amount of space can be rented for \$7,000, although additional expenses will be incurred in janitor services, light, interior walls, etc. It is figured that the fixed increase in expense will be \$2,800. It is hoped to meet this increase through an increase in the membership of the club. The proposed arrangement would unquestionably not only increase the membership but would mean greater interest in the club itself and greater patronage of the club dining room. The club in the new quarters would unquestionably be more attractive to out-of-town members, as they could there meet practically all of the local trade, or at least be in closer touch with them on account of being in the same building.

With the favorable action taken by the club, the success of the building project is practically assured. George J. Pope, chairman of the building committee, states that the McCormick estate has granted to that committee additional time in which to secure the necessary amount of floor rental. It requires now only a few thousand feet more floor space to taske the project a certainty. Mr. Pope made the interesting observation that lumbermen would be securing practically the online observation that newtoness and the proposed of the project of the building will be \$1,250,000. Lumbermen will have practically the entire benefit of this total investment as there will have practically the entire benefit of this total investment as there will be no restrictions or disadvantages which they would not feel had they financed the entire project themselves. In addition they will be relieved of all such financial troubles and will not be bothered with bond issues or anything of the sort. Thus it can be seen that the project, if carried through, would be immensely to the advantage of the Chicago lumber trade. Those who have not already taken space should surely get into communication with some member of the building committee as quickly as possible in order that they may secure satisfactory location in the building.

The business meeting of the club was followed by an enjoyable stag affire, which was fairly well attended. It was carried off with the usual snap for which these functions, gotten up by the entertainment committee of the club, are noted. The entertainment was of a vaudeville nature. It was the first of the November functions listed, the next to be ladies' night, being an evening of 500 for members and guests. This will take place on November 12. On November 19 there will be an informal dance for members and guests, while November 26 will be the date of men's night, when auction bridge will be indulged in. Members will be allowed to bring guests to that affair also

### With the Trade

### To Build Mill at Dyersburg, Tenn.

The Price Ruld Lamber Company has purchased a tract of land in Dyersburg. Tenn, which will be used as a site for a big band mill. The machinery has already been ordered and the construction of the necessary buildings is under way. This firm, which has been only recently organized, will make a specialty of hardwood lumber. Grant S. Price, who recently lost a mill by fire at Norwalk, O., is the ruling spirit in the new company. He decided that it would be more advantageous to rebuild the mill at Dyersburg than at the old location. Although special attention will be given to hardwood lumber a planing mill will be operated and building material of various kinds will be prepared for the market. The plant is to be one of the largest of the kind in that part of the country.

### Starts Business at Memphis

The H. D. Allen Lumber Company is the latest addition to the hard-wood lumber industry of Memphis. It is headed by H. D. Allen, who was until recently manager of the southern office of the Greble-Sine Lumber Company. He took charge of the Memphis business of this firm when Mr. Greble went to Chicago to look after the northern end, following the death of Mr. Sine. The new firm will handle lumber at wholesale and is identified with the Allen-Newman Lumber Company, which is operating a mill at Pinkney, Ark, but which has its offices in Memphis. Although Mr. Allen is quite a young man he has had a wide and thorough experience in the hardwood business, laving been successively employed by the Three States Lumber Company, the Paepeke Leicht Lumber Company, the Ford & Johnson Chair Company, the W. D. Reeves Lumber Company and the Greble-Sine Lumber Company and the Greble-Sine Lumber Company.

### Michigan Concern Will Cut Out

The operations of the R. G. Peters Salt & Lumber Company at Eastlake, Mich., will be completed the present season and the company will close its plant at Eastlake. The timber resources of this concern are exhausted, and with the cutting of the last log the mill will shut down and operations of the salt block will be suspended.

The company is under the receivership of the Michigan Trust Company of Grand Rapids and under the direction of the United States court. Under other circumstances the company might continue the purchase of timberlands tributary to its operations, but this is not likely with the receivership in effect.

The R. G. Peters Salt & Lumber Company is one of the best known concerns in western Michigan. The business was founded by R. G. Peters, who began operations in a small way at Manistee forty years ago. He put all his resources into buying lands and his titles extended from Manistee to Cadillac and beyond. The entire tract has been stripped of its forest and so at the close of the present season there will be nothing left for the mill to cut.

### Death of Isaac Stephenson, Jr.

Isaac Stephenson, Jr., a nephew of Senator Isaac Stephenson, and son of Robert Stephenson, was found dead in his berth on a Chicago & Northwestern railroad train arriving at Milwaukee, Wis., on Oct. 28, en route to Chicago. The death was supposed to be directly due to heart failure.

Mr. Stephenson had been manager of the Ludington-Van Schaack & Wells Company of Louisiana for about fifteen years. He erected and had in entire charge the mill and operations of that company from the time of its inception up to its sale to the Long-Bell Lumber Company last year. Mr. Stephenson's health had not been good for some little

time. For this reason be was led to refire from active work. After disposing of the property be returned to his old home in Menominec, Mich, where he lived with a married daughter.

Mr. Stephenson was well liked for his many pleasing qualities. He was fifty-four years old.

### New Band Mill Warren Ross Lumber Company

The new band mill of the Warren Ross Lumber Company at Jamestown, N. Y., is reported to be about completed. This concern does an extensive business in hardwoods and the mill now being erected will be for the purpose of sawing cherry and malogany, of which this concern has made a specialty for a number of years. The manufacture of American hardwoods is a consideration that may come up at some future date, but is not in mind at present.

### To Manufacture All Kinds of Hardwood Flooring

J. C. Altrey of Crawfordsville, Ind., announces that the hardwood flooring business which he started about three months ago has been progressing nicely. Mr. Alfrey says that he has been merely filling the demand on the part of the local trade, but that he is now making extensive arrangements whereby he will increase the capacity of his plant about four times over the present capacity, and will then be in a position to ship straight or mixed cars of hardwood flooring in oak, maple and beech of various kinds and grades on the general market.

Mr. Alfrey and his father have been directly connected with the lumber and flooring outsiness for a great many years in Indiana, and their product should find a ready sale.

### Meeting National Lumber Manufacturers' Credit Corporation

The annual meeting of the National Lamber Manutacturers' Credit Corporation was held at the offices of the corporation at Norfolk, Va., recently. The National Lumber Manufacturers' Association, which is the only stockholder, was represented by C. I. Millard, W. P. Roper, E. R. Baird and Secretary J. E. Rhodes. R. H. Downman of New Orleans was elected president of the corporation. The directors were also elected.

It was decided to hold the next annual meeting of the stockholders at the offices of the company at Norfolk, the first Wednesday of June and that thereafter the regular annual meetings shall be held on that day each year. Regular members of the executive committee were also elected, and in addition to R. H. Downman as president the following officers were elected: W. E. DeLaney, Cincinnati, vice-president; J. A. Freeman, Pasadena, Cal., treasurer, and J. E. Rhodes, Chicago, secretary.

### Peytona Lumber Company Building New Mill

The new mill of the Peytona Lumber Company, Huntington, W. Va., is soon to be opened at Occovilie, Logan county, W. Va. The mill will be equipped with an eight-foot band saw and will manufacture hardwoods entirely. Occoville is ninety miles from Huntington on the Chesapeake & Ohio railroad. The output of the new mill will be marketed from the Huntington office.

### Fire Bacon-Underwood Veneer Plant

The veneer plant of the Bacon-Underwood Veneer Company at Mobile, Ala., was partially destroyed by fire on Oct. 14, with the resulting loss of between \$35,000 and \$40,000. The fire consumed the office buildings, dry-kilns and lumber stocks.

### Change of Headquarters

The Mansfield Hardwood Lumber Company of Shreveport, La., announces that beginning with Nov. 1, its general offices have been at Winnfield, La. The Shreveport quarters have been maintained for the last three years and were established there after the concern moved from Mansfield, where a hardwood mill is located. The company has maintained a hardwood mill at Winnfield for the past three years and plans to erect another mill at that point. Hence this change of headquarters.

### To Start Business at Ashland, O.

Harry Vanosdell, Henry Vanosdell and Fred Edwards and W. D. Hanville recently purchased the lumber yard formerly occupied by C. S. Garetson at Ashiand. O. These three men have incorporated a concern to be known as the H. V. & E. Company, which will make a specialty of hardwood for manufacturing purposes,

### Harvester's Suit Nears Close

The suit for the dissolution of the International Harvester Company seems to be nearing an end. Opposing counsel appeared at the United States district court at St. Paul on Nov. 3, for the final struggle in the government suit to dissolve the company as a monopoly in violation of the Sherman anti-trust law. Both the government and the Harvester company had on hand formidable arrays of counsel.

Edward P. Grosvenor, special assistant to Attorney-General Reynolds, in opening the final arguments asked for dissolution in such manner as to prevent effectively a possibility of two or more of the disintegrated parts coming into ownership of two companies having common stockholders. He pointed out that under the "rule of reason" the Supreme court has held other companies unlawful that smother competition and monopolize trade.

Attorney E. A. Bancroft of Chicago, in speaking for the Harvester company, said that there was no proof sustaining six of the seven charges contained in the government's brief, and alleged that five of the seven charges had been dropped out of the case and had not been mentioned. Mr. Bancroft said that there are more than 2,000,000 farmers who had begin machines of the Interaction Harvest's Computer II are surveyed as his actions is to the surface as a different in the Interaction of the Little Brown as a conference of the Interaction of the Inter

### October "Blue-Book"

London Communication of the Block power paters of a vide Nithemat Lumber Manufacturers' Credit Corporation at St. Louis, Mo., has been delivered to its subscribers. The publishers have taken all pains to make the information contained, which covers a classified list with capital and pay ratings of all manufactures, wholesalers and retail dealers in lumber as well as factories which buy lumber in carload lots, as accurate as possible.

### Pertinent Information

TAVAVA

### Appeal in Eastern Retailers' Case

The appeal from the decision of the New York district court in the eastern retailers case was argued before the United States supreme court at Washington on Friday, Oct. 24, and concluded on Monday, Oct. 27. A. B. Crunssland was barrel for the Eastern States Retail Lumber Dealers' Association and Herbert I. Taylor, special counsel for the Philadelphia organization; II, Carroll Todd was heard for the government.

Mr. Cruikshank opened the argument with a history of the case to date and the decision of the district court from which he took the appeal. He showed that the manufacturer, located far from the centers of trade, was not the real producer, as the term is used by the consumer, claiming the retailer, with the lumber stored in his yard, is the producer. He explained the position of the retailer and his very presence in any community as essential as the drug store. Taking up the system of issuing official lists, he pointed out that the reporting of names for the list was voluntary and any action of any retailer upon receiving the report was entirely voluntary; that the retailer upon receiving the report was entirely voluntary; that the retailer was at liberty to buy of the scalper or refuse as he saw fit. This point was thoroughly established by the testimony of all the witnesses called who knew anything about the subject. Counsel stated that the New York court erred in holding that any interference with competition was restraint of trade. Counsel argued that applying the rule of reason to this case the defendant associations must be acquitted of any wrongdoing, as all they had done was a reasonable effort at protecting their own business.

Mr. Todd, for the government, claimed that the acts of the defendants really amounted to boycott and were therefore in violation of the Sherman act. He cited the Danbury Hatters' case, where the court held for the first time that a workingmen's strike, where there is a boycott attachment, violates the Sherman law. He stated in substance that he did not pretend to back up the decision of the court that all interference with competition is restraint of trade.

Mr. Taylor followed for the Philadelphia association and pointed out very clearly the difference between a combination to circulate information and one in restraint of trade. He attempted to distinguish the position of Philadelphia from that of the other associations to the advantage of Philadelphia.

The court listened to the arguments with great attention and asked may questions, which was to be expected in view of the great amount of printed evidence and briefs. A full bench was present.

### Denmark Reclassifies Gum Imports

The National Lumber Exporters' Association is able to claim the credit for another result whereby the difficulties in the way of shippers of lumber to foreign countries are overcome, this being a successful appeal to Denmark to secure a reclussification of gum. Denmark, along with other European countries, had put gum in the same class with valuable cabinet woods, assessing the higher rates of duty on such woods. The exporters, of course, objected as gum is one of the native woods, and through the National Lumber Exporters' Association officers, the matter was brought to the attention of the Agricultural Department at Washington. The Agricultural Department communicated with the State Department, and the latter, through the American minister to Copenhagen, brought the subject to the notice of the Danish government, with the result that word has just been received of a correction of the classification. Gum going into Denmark, therefore, will be taxed at a low rate. The letter advising the association of the action taken reads as follows:

Adverting to previous correspondence, and with special reference to your letter of May 14, 1913, concerning the Danish customs classification of the importations of red gum lumber, the department is in receipt of a despatch from the American Legation at Copenhagen stating that a note had been received by the Legation from the foreign office to the effect that the Danish government, after a re-examination of the question of the tariff classification of red gum lumber, has arrived at the conclusion that the lumber in question should be classified with native lumber

and not, as has heretofore been the case, with foreign lumber of superfor quality, and that the necessary orders have been given in order that red gum may be subject in the future to the lower tax.

Similar representations made to Norway recently have also resulted in an abattement of the regulations complained of by the National Lumber Exporters' Association, while in the case of Sweden, the organization was advised that no tariff is imposed upon imports of lumber at all. Some time ago a satisfactory understanding with Russia was reached. The first appeal of the kind was made to Italy some years ago and the outcome was entirely acceptable to the exporters. Why European customs authorities should single out gum for such discrimination is somewhat mystifying unless it be assumed that the designation of the wood as sath walnut serves to create the impression in the minds of the customs officials who have no practical knowledge of lumber that gum must be a choice wood.

### Prospects for Active Logging in Wisconsin

Lumber camps in northern Wisconsin are in need of labor, according to Edward Emmerson of Chippewa Falls, who has returned from a tour of the camps. Every department in the camp has increased wages this season, sawyers, for example, being paid \$45 or an increase of \$5. In some cases the camps are running with only half enough men. All the old camps of the various lumber companies are opened and new ones are being creeded. The coming winter will be a busy one in logging circles. It is expected that the cut in Sawyer county will reach the 120,000,000 mark this year, which is far in excess of the usual cut but small as compared with the cut fifteen years ago. There will be about seventy-five camps opened, which will require from 5,000 to 6,000 men. The timber to be cut is hardwood, hemlock and pine. Among the larger concerns the following are included:

Kaiser Lumber Company of Eau Claire, operating on Thornapole and Flambeau rivers, 25,000,000 feet, to be sawed in the recently acquired old Daniel Shaw Lumber Company's mill at Eau Claire. The New Dells Lumber Company of Eau Claire, operating near Kennedy, 15,000,000 feet, to be shipped to Eau Claire. The Hines Lumber Company, Chicago, operating north and south of both Winter and Draper in the recently purchased Weyerhaeuser holdings, 25,000,000 feet, to be shipped to Park The Blakedale Lumber Company, Couderay, operating on Couderay Indian reservation, 5.000,000 feet, to be sawed at mills there, The Alpine Lumber Company, Grand Rapids, near Couderay, 10,000,000 feet, to be shipped to its mill at Atlanta. The Frank Carter Company, Menomonie, 6,000,000 feet near mills at Lona Spur, Winter and Draper, where they will be sawed. Horel & Horel plan to cut 5,000,000 feet near Indian Post on the west fork of the Chippewa river and land at Crooked Rapids for shipment. The Rice Lake Lumber Company, 25,000,000 feet for mills at Rice Lake, will cut on east fork of Chippewa river and on Flambeau, and the Hammond Chandler Lumber Company will cut 5,000,000 feet at the former place and ship from Winter to the Rice Lake mills.

### New Rates on Rough Material in Arkansas

On Thursday, Oct. 30, the Railroad Commission of Arkansas issued an order establishing a new rate on rough material, which is welcomed by the lumber and timber interests. The new rate, which applies to rough lumber, staves, flitches, bolts and logs in car load lots, is made at two cents per hundred pounds for hauls of twenty-five miles or less, and increases one-quarter of a cent for each additional ten miles up to 400 miles, which takes a rate of eleven and one-quarter cents. The order, which becomes effective on Nov. 10, was made after lengthy hearings had been held, at which both the railroad representatives and those representing the lumber interests had been heard in full.

The consideration of the rates came up upon application of the rallroads for permission to raise the old rates. At the hearing the shippers argued that the old rates were too high, and should be lowered instead of increased. In view of these facts the lumbermen are very much elated ever their victory.

### Will Experiment With Fireproof Paint

Tests of alleged fireproof paint will soon be made by Howard F. Weiss, director of the Forest Products Laboratory at Madison, Wisand by Herman Von Schrenck, a well-known St. Louis chemical engineer. This will be done as the result of a conference in Chicago, Oct. 20, between representatives of the Forest Service, National Lumber Manufacturers' Association and the Educational Bureau of the Paint Manufacturers' Association of the United States. If the tests prove satisfactory it is the purpose to patent the paint in order to guarantee librative The paint may be applied either with a brush or by dipping.

### Forest Fires in North Carolina

Joseph S. Holmes, forester of the North Carollan Geological and Economic Survey, has published a bulletin in which he gives statighted intended to prove that the state loses large sums annually for the want of better methods of combattling fires. The loss last year was about \$1,500,000, and much of it was due to fires which might have been prevented if the people had been properly organized and instructed. This is the situation in many states. The time to attack a forest fire is before it begins. Mr. Holmes is one of the most aggressive and progressive state foresters in this country. He is always pounding away on the subject of tree growing and forest protection, and if North Carolian does not come out of the wilderness of conservatism and take high rank among progressive states it will not be his fault.

### A Book on Logging

A look containing nearly six hundred pages has been issued from the press of John Wiley & Sons, of New Yerk and London, the well-known publishers of standard books on all phases of forestry, logging, and lumbering. The author of the work is Ralph Clement Bryant, professor of lumbering in Yale University. The book was prepared for use as a textbook in forest schools, but its usefulness will not stop there, for it is valuable to the operator in the woods, to the sawmill man, and to the timber owner. It is not only a textbook for the student but it is a readable, interesting, and instructive treatise for all who work in the woods or with forest products. It covers the field more thoroughly than any other single book.

After a very full discussion of forest resources, timber ownership, commercial tree species, timber insurance and timber bonds, the subject of logsing is taken up. Beginning with labor, camps and tools, the discussion follows the various operations, such as felling the trees, measuring the logs, transportation from forest to mill, skidway and storage sites, and all else that the practical operator should know. In the matter of log transportation alone, the foliowing topics indicate the scope of the discussion: "Hand logging and animal snaking," "sleds and sled hauling," "wheeled vehicles," "power skidding," "aerial transpositions and side thauling," is designed to the side of the s

The construction and operation of the logging railroad is an interesting subject which the author handles from the engineer's and the practical man's standpoint, separate chapters being given on "inclines," "motive power and rolling stock," and "loading and unloading log come."

Water transportation is treated no less fully than is transportation by land. Chapters under this heading are "floating and rafting," and "flumes and sluices." Another valuable chapter gives a summary of logging methods in specific regions. The minor industries, which include turpentine orcharding and the harvest of tan bark, are given a prominent place.

The appendix is a veritable encyclopedia of useful information for the logger and lumberman, and consists of terms used in logging, log rules and tables of cubic contents, log grading rules, wage lists, stumpage values, and estimates of standing timber in many of the states. The book is illustrated with 133 pictures of scenes, processes and operations. Numerous books and reports are cited for the guidance of persons who may want fuller information on particular subjects.

It was inevitable that such a book as this should appear, because there is a genuine demand for it. It will not displace any other work on the subject, but will occupy a place of its own. The author states in his preface that the work was prepared for forest schools, but it is a safe prediction that the largest buyers will be lumbermen, from the lumberjack to the largest operator. The price is \$3.50 nct.

### Lidgerwood Overhead Skidders

The Lidgerwood Manufacturing Company of 96 Liberty street. New York, has issued bulletin 54, setting forth the merits of the latest improvements in overhead skidders, as they have been developed by usage with the large timber of the Pacific coast. This logging device is the result of constant improvement during twenty-seven years, since it was first used in southern cypress swamps. Its field has been enlarging ever since, and logging by that method is now common in all important timber regions. By its employment, logging can be done on tracts where horses and oxen cannot go, and where the construction of steam roads would be expensive if not impossible. Overhead skidding lands the log more cheaply and in better condition than it can be done in any other way. The logs are brought in with one end suspended, or if necessary, they can be carried bodily through the air. The apparatus is operated by a crew of from nine to thirteen men.

### The Future Cut of Southern Pine

Yale University has published a bulletin dealing with the future possibilities of shortleaf and lobiolly pine in the South. The study was made on a large tract in Arkanasa and Louisiana, and the conclusions apply particularly to that locality, but with certain modifications they may be applicable in many parts of the South. It is claimed that for a period of one hundred years a tract should produce 150 feet, board measure, per year, under forest management. Part 1 of the bulletin was written by Herman H. Chapman, professor of forest management in Yale. A second part, dealing with utilization of timber with a view to reducing waste to a minimum, was written by Ralph C. Bryant, professor of lumbering.

### Triangular Crossties

The Great Northern Railway has been experimenting with three-sided tles. A considerable number have been in use for some time and the result is said to be satisfactory. As far as saving timber is concerned there will be no economy, since the new style tie contains as much wood as the old. The upper face is twelve inches. The claim is made that the shape causes the piece of timber to imbed itself in the ballast more firmly, and it is less liable to become loose and roll about as the trains pass over.

### Connecticut Forest Study

Yale University has published a bulletin by Ralph C. Hawley, assistant professor of forestry in that institution, on "a working plan

for the woodlands of the New Haven Water Company." The interest of the public in this matter is due to the methods employed and the results attained in scientific forestry. Whatever proves to be practical on the tract of 8,000 acres in Connecticut may be safely undertaken on a larger scale where conditions are similar. The work has been in progress about twelve years, and the bulletin gives the result up to the present time.

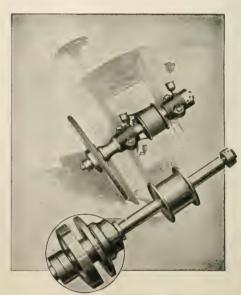
### An Excellent Arbor

E. C. Atkins & Co., Inc., of Indianapolis have just secured a patent on a sliding sleeve arbor for use on automatic saw sharpening machines. The machine insures the proper finish in both the face and back of the tooth, no matter how irregular the feed of the machine may be. It satisfactorily overcomes the burning of saw teeth, which hardens the metal, renders the tooth brittle, causes it to crumble in the cut, making it impossible to properly swage.

The accompanying illustration shows the arbor in position and attached to the head of a Hanchett machine. A Covel saw or any standard gummer can also be used in connection with this arbor, or it can be made of proper specifications for any grinding machine.

The upper or inside spring may be removed and the hub holding the grinding wheel adjusted to any desired distance from the stationary collar, thus giving an automatic grinding action. This hub may be placed against the collar, which will give a stationary grind on back of tooth.

The lower spring is held in place by two small jam nuts, which regulate the pressure on the spring. At no time will the wheel grind into



ATKINS AAA SLIDING SLEEVE ARBOR

the face or back of the tooth so as to injure it. After adjusting, its work will require no supervision from the filer, so there is no possibility of injuring the saw tooth.

It is stated in the instructions that should the feed finger fail to bring the tooth up to the correct position, the lower spring releases the grinding wheel sufficiently to prevent burning. If the feed finger brings the tooth to position too quickly, the upper spring releases the grinding wheel, thus preventing injury to the tooth.

The arbor is furnished complete with all attachments and wrenches for adjusting the collar to any standard automatic saw sharpening or grinding machine.

### The Smithsonian Annual Report

Those who are interested in keeping up with the latest advance in Smithsonian Institution, Washington, D. C., for 1912. It is a volume of 780 pages, with numerous illustrations, and its scope is indicated by a partial list of the special articles it contains: The Year's Progress in Astronomy; The Spiral Nebula; The Radiation of the Sun; Molecular Theories and Mathematics; The Connection Between Ether and Matter; Experiments with Song Bubbles; Measurements of Infinitesimal Quantities of Substances; Latest Achievements in Chemical Industry; Holes in the Air; Recent Great Eruption of the Volcano Stromboll; The Glacial and Post-Glacial Lakes of the Great Lakes Region; Applied Geology; The

Relation of Paleobotany to Gology A Trip to Madagascar. The Fluctu ating Climat or North America. Ants and Their Guests. Expedition to the South Pole. The Smar Problem, and mony others

### Help Wanted

Veneet manufacturers are necessarily in the habit of buying in considerable quantities their veneer logs from selected trees picked up in small groups in different parts of the rural sections. The men who do the work of collecting and shipping these logs are usually not overly equipped in the matter of the finer points of modern schooling, nor are their business communications usually suitable as models for commercial school courses. A fair example of this type of communication is shown in this connection. This communication was received on a postal (Remember that it was a postal card in reading the text)

"In Glost find 2 R1 of Laden God 1 Mor Car to Lode there ar

17 Loss Wood like to have the Money for the loding."

It is interesting to note that the most charly defined section of the communication is that referring to the remuneration requested.

### Utilizing Dogwood Waste

The cuttings from bitlets constituting the raw material in shuttle manfacture are small pieces, but a way has been found of putting them to use in the manufacture of knife handles. The smallest of such are known in the trade as "scales"; that is, the sides of pocket knife handles. Expensive foreign woods are frequently imported for this class of articles; but dogwood answers the purpose nearly as well. difficult to stain or dye the wood any desired color. Most of the shuttles used by textile mills in this country are of dogwood cut in the southern states, from Virginia to Florida, and west to the Mississippi river.

### A New Clothes Stick

A genius with an inventive turn or mind has invented a clothes stick for manipulating laundry in the wash tub. He will go a long way if he has comething better than the sawed off broom handle which has been used time out of mind in agitating the wash during the critical period which it spends in the boiler. If the new stick is not made of wood, lumbermen will have just cause to complain of the dangerous inroads of substitutes.

### The Shoe Last Trade

America is not supplying the whole world with shoe lasts, but is furnishing lasts to a large portion of the world. They go to all the leading countries. Even China, where the usual kinds of shoes are not much worn, is a regular customer of American shoe last factories. Most lasts are of maple. It is popularly supposed that large quantities of beech are used in this business, but statistics do not show it. The quantity is very small. No lasts are made of soft woods, but "forms" and "trees" are manufactured of basswood, yellow poplar, and various other species. These are used in making rubber boots and shoes, and for inserting in shoes to hold them in shape when not in use.

### Austrian Wainscot Oak

American oak competes with Austrian oak in the European markets. The London Timber Trade Journal says that a remarkable state of affairs exists in Slavonia, the region which supplies some of the best Austrian oak.

On the one hand, there is a slump, while on the other there is a rise in prices. The really first-class lots, from which the export material, such as wainscots, squares, etc., is produced, show a steady advance, but in the forests where material of lower quality is to be found there has been a decided, drop in prices. The most important point is the fact that the production of sawed wainscot, which was decidedly reduced last year, will be still more curtailed this year. Firms which previously produced sawed wainscots in large quantities are being pushed out of the market, as the forests suitable for making that class of wainscots are being held by firms who are selling the wood in the round to Germany. Consequently, a great reduction is to be expected in the production of sawed wainscots, and it is almost certain that no large quantities of this wood will appear on the market next year. The general opinion is that wainscots will rise in price, and even should one or two merchants have a larger quantity on hand, which they could, if so disposed, sell at the old prices, there is no doubt, on account of the absolutely small stock, that a rise will be the result.

### Canal's Effect on Trade

The revolution in transportation of the world, which will follow the completion of the Panama canal, is proving a subject of increased interest in Japan, according to a recent issue of Trade and Transportation.

From the standpoint of distance the new trade route opened by the Panama canal will place Japan in a much better position than she occupies today. The course from Yokohama to New York, Japan's great silk and tea market, will be shortened by some 3,500 miles, as compared with the route by way of Suez, and for steamers maintaining a speed of twelve knots this will mean a saving of about twelve days. For ports southward from New York the distance will, of course, be still further reduced, while by way of Suez increases the distance. Thus, from Japan to all points south of New York there will be a saving of from 3,500 to 5,700 miles as compared with the Suez route, and the saving in time will be from nine to twenty-six days, according to the size and speed of the steamer.

For Japan's more important exports, however, the route by Sucz is too slow to be of practical utility, and such goods as tea and silk have to be sent overland to eastern America by way of San Francisco and Seattle. At present this reduces the time but greatly increases the cost.

Japan, therefore, looks upon the new route as calculated to bring about a radical change in trade with the United States and a change on the whole favorable to herself. Trade with America has in the last few

Out of a total volume of 961,000,000 yen in trade last year, some 231,-000 yen; China, 150,000,000 yen; Britain, 130,000,000 yen; India, 120,-000,000 yen; Germany, 68,000,000 yen; France, 49,000,000 yen,

It is therefore evident that America occupies the first place in Japan's foreign trade, and of this 142,000,000 yen represents exports. changes anticipated from the opening of the Panama canal will therefore prove of supreme importance to both countries.

In other respects American exports to Japan would be affected favorably as against those of Europe. At present Japan draws a great volume of her imports in steel rails, iron and steel plate, pipes, and so on, from Europe; but the new route will probably turn this order to America. The same will likely prove true of cars, engines and freight wagons. In regard to leather, paper and petroleum the future is supposed to favor exports from America.

### The Brittons Rejoice

Some of the business men in England are just now congratulating themselves on what they term Great Britain's diplomatic victory over the United States in the matter of tolls at Panama. The President is quoted as saying that he has come to the conclusion that the British contenion has been correct "that free tolls for American shipping are a violation of treaty obligations," and the conclusion is added that the "administration is confident that it will now be able to secure the repeal of the clause." If the outcome proves as satisfactory to our cousins in Great Britain as they anticipate, there will be no occasion for them to carry out their threat to build a canal of their own.

### Repairing School Furniture in London

The London school board maintains a shop for the purpose of repairing school furniture. This shop has been in operation ten years or more. For some reason, which has not been explained, repairs are growing smaller and fewer, and in order to keep the shop busy, the men were recently set to work making new furniture. That course did not meet with approval from the authorities, and an order was passed that the shop should confine itself exclusively to repair work.

### British Columbia's Timber

David F. Wilbur, United States consul at Vancouver, British Columbia, recently supplied the government with interesting figures in degard to the timber resources of that province. The total wooded area is placed at 100,000,000 acres, and the quantity of timber at 300,000,000,000 feet. The area is large, but the total stand is less than many have supposed. The state of Washington alone contains a third more timber than the whole of British Columbia. The present annual sawmill cut in that province is not one-third that of Washington. It fact, it is approximately the same as that of Arkansas. The annual growth is estimated to exceed the cut five fold.

The province has organized a forest service and has it in good working order. An export tax of one dollar a thousand feet is charged on timber, but there are exceptions. The export tax brought in \$35,225 last year, from a total of 53,280,000 feet shipped. More than half of the total exports was western red cedar.

British Columbia mills are unable to sell their low-grade lumber in the United States because of the tariff, and it is shipped across the Rocky mountains to the prairie regions of Canada. Here it comes in competition with lumber shipped from the United States. In 1912 the imports from the United States into the prairie region of Canada amounted to \$3,309,-

This competition is keenly felt in British Columbia, and was referred to in the provincial forester's report as follows:

"The total quantity of the lumber imported into British Columbia's field of trade in the first ten months of 1912 was 257,053,000 feet. average price of this lumber was from \$11.07 to \$11.44 per 1,000 feet, which shows that the market could have used the low-grade lumber from the British Columbia mills. As the direct result of this importation from the United States, approximately 250,000,000 board feet of timber were left lying in the woods of British Columbia or went to the in-

"The importation of American lumber was 15.8 per cent greater in 1912 than in 1911. The imports of American cedar in particular have increased most rapidly, being 381 per cent greater in 1912 than in 1911. This choking of the natural market with foreign low-grade material is seriously impeding the development of forest conservation in British Columbia. The American manufacturer pays no duty on his sawmill He produces lumber more cheaply than it can be produced machinery. in Canada. On the average there is a larger proportion high-grade timber in the United States than in Canada; a larger percentage of uppers and clears is produced than is possible in British Columbia. The American

### RED GUM

(Leading Manufacturers)

# Our Corps of Inspectors Intelligent! Highly Trained!

Conscientious!

Is assurance that you will get what your order calls for when you buy Gum from us.

Himmelberger-Harrison Lumber Company

Gape Girardeau,

Missouri

# St. Francis Basin HARDWOODS

■ Band Sawn

Geo. C. Brown & Company

(1 Hour from Memphis on C. R. I. & P. Ry.)

manufacturer makes a profit on the uppers and clears and can afford to realize on the low-grade stock at a low price.

"This is not the case in British Columbia. Both in the interior and on the coast conservative logging would produce a large amount of low-grade material. But the trouble is that the British Columbia millman can not sell his low-grade material; the British Columbia logger can not sell his low-grade logs, therefore the low-grade lumber goes into the burner or is used for fuel, and the low-grade logs stay in the woods."

The British Columbia lumber exporters are looking forward with interest to the completion of the Panama Canal, expecting that it will largely increase the lumber exports of the province, as the shippers of British Columbia lumber will be enabled to land their product at Atlantic coast ports for about one-half the present rate overland by railroad, and also cheaper than the Pacific coast states, on account of transportation on other than American vessels.

### Oak Leaves as Silkworm Food

The leaves of the white mulberry tree have been regarded as the only possible food for silkworms for generations. Even the red mulberry has been tried and found wanting. Worms which feed on leaves of any other tree than the white mulberry produce silk of a quality so infector that it has little chance in the market. At least, such has been the understanding of silk dealers in this country.

However, that belief seems to have been not well founded. Recently U. S. Consul Julean H. Arnold of Cheefoo, China, investigated the silk industry of Shantung province, and was surprised to find that the Chinese were feeding the worms on oak leaves and were manufacturing the product into pongee silks, for which that part of China is noted. Between fifteen and sixteen thousand men are engaged in the industry.

In that part of China practically the only wheeled vehicle known is the wheelbarrow, of which thousands are in use. They carry as much as 2,000 pounds, but in that case a donkey pulls while the coolie pushes. The silk trade in that region is said to be steadily increasing, though modern improvements have scarcely made any inroad upon the people's ways of working.

### Building Operations for October

Bullding operations are fluctuating this season from month to month. In August tast year was unfavorable. In September the showing was favorable. In October the pendulum swings back to the other side. The statements of building permits issued by 56 cities and received by the American Contractor, Chicago, reach a total

value of \$45,004,116, as compared with \$52,167,800 for October, 1912, a decrease of 14 per cent. Twenty-three cities, however, report gains. Among the more notable of these are Albany, with 114 per cent gain; Cedar Rapids, 195 per cent: Columbus, 72 per cent; Dallas, 89 per cent; Kansas City, 72 per cent; Peorla, 92 per cent; Pittsburgh, 71 per cent; Toledo, 115 per cent.

The tabulation for the first ten months of the year also makes an unfavorable showing when compared with the splendid construction work

Scattle in October issued building permits to the value of 8474,190, Comparisons in detail are as follows:

comparisons in detail are as a	11110111			
	October	October,	Pere	'ent -
City	1913	1912	Gallie	Loss.
	8 463 425	8 490 845		5
Albany	781 965	365,575	114	
Arlanta	338 340	2,115,667		84
Baltimon	697,606	1 019 554		31
Buttalo	1 337 000	1.616.000		23
Cedar Rapids	496 000	211 000	135	
Ch dtahooga	89,470	57,840	55	
Chicago .	9.314,100	8,745,600	- 6	
Cincinnati	581.345	798,625		27
Cleveland	1 979 075	1.916.260	3	
Colambus	590.005	341.983	72	
Dallas	519,435	274.875	89	
Dayton	252,225	196,550	28	
Denvel	241,703	450,510		46
Duluth	212,452	178,785	19	
Fort Wayne	155,385	227,415		32
Grand Rapids	257,863	218,092	18	
Hartford	608,505	422.865	44	
Indianapolis	573.048	757,445		24
Kansas City	1,540,705	893,335	72	
Lancoln .	59.037	74.525	19	
Los Angeles	1,701,550	2.677,780		36
Louisville	332.580	534,010		38
Manchester	149 022	538,789		72
Memphis	196,990	750,891		72
Milwaukee	1.210.123	1,189,766	2	
Muneapolis	1,240,950	1,117,380	11	
Nashville	73,496	65,518	12	
	675.580	773,748		13
New Haven	214.785	399,465		46
New Haven	208.750	187,632	11	
New York-	200,100	201,002		
Manhattan	2.996.843	3.221.485		7
Brooklyn	2.553,080	3,379,847		24
	907.397	2,460,189		63
Total	6.457.320	9.061.521		29
Omaha	294.025	225,365	30	
Paterson	172,605	159,587	8	
Peoria	291.909	151.875	92	
Philadelphia	2.716.850	3,644,225		25
Pittsburgh	1.362.387	797,999	71	
Richmond	147,060	426,520		65
Rochester	735,403	915,121		20
St. Joseph	61,128	112.325		45
St. Paul	804.252	869,946		7
St. Louis	820,073	1.454.125		44
Salt Lake City	171,795	209,476		18
San Francisco	1,118,280	1,722,860		35
	102,251	126,216		19
Scranton	84,485	153,613		44
Shreveport	140,340	145,330		3
Spokane	110,015	78.815	40	
Springfield	868,165	404.553	115	
Toledo	51,695	76,267	110	32
Topeka	660.932	803,123		18
Washington	206,687	281.104		26
Wilkes-Barre		739,509		33
Worchester	404,044	100,000		00
Total	\$15,001,100	852,167,800		14
Total	\$\psi_0,00\psi,100	\$00m, 101, 5000		1.4

### News Miscellany

### **=**≺ MISCELLANEOUS >=

The Williamson Lumber Company has been incorporated at Lexington, Ky., with \$50,000 capital stock.

The Little Motor Car Company of Flint, Mich., has been succeeded by the Cheverlett Motor Car Company.

The Bridgeport Spoke Works is the style of a concern incorporated at Bridgeport, Ala., with \$10,000 capital stock.

The Peoples Manufacturing Company recently organized at Greenfield, Ind. This concern will manufacture refrigerators.

H. L. Hall, secretary and treasurer of the Excel Manufacturing Company, Shelbyville, Ind., has sold his interest in that concern.

The T. C. McVey Lumber and Tie Company has been incorporated at Charleston, W. Va. The company has \$25,000 capital stock.

The Columbia Furniture Company has started business at Canton, O.

The concern is incorporated and has a capital stock of \$10,000.

The D'Heur & Swain Lumber Company of Seymour, Ind., announces

that on Nov. 1 it changed its name to Swain-Roach Lumber Company.

The George Webster Lumber Company, Springfield, Mass., has increased

its capital stock from \$100,000 to \$200,000, one-half of it to be preferred.

The Jacob Wiser Company is the style of a recently organized concern which has incorporated with \$75,000 capital stock to manufacture chairs

Burton Hull and E. E. Wadsworth have engaged in a partnership to conduct a wholesale hardwood lumber business at Kendallville, Ind. The

and beds.

company will occupy an acts of ground and have 600 feet of track tot switching and will carry in stock about 125 cars of hardwood lumber from West Virginia mills.

### =≺ CHICAGO ≻=

The Austin Eager Veneer Company is the style of a recently organized concern which will do a general lumber and veneer commission business at Chicago. Sidney Austin and William Eager are the incorporators. Headquarters are in the Steinway building.

J. C. Knox of Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association, stopped at Chicago last week on his way to Eau Claire, Wis., where he attended the meeting of the Northern Hemlock & Hardwood Manufacturers' Association.

George E. Foster of the Foster-Latimer Lumber Company, Mellen, Wis., and R. B. Goodman of the Goodman Lumber Company, Goodman, Wis., spent several days in Chicago following their attendance at the meeting of the Northern Hemlock & Hardwood Manufacturers' Association at Eau Claire

William Hopkins of the New River Lumber Company, Cincinnati, O., was in Chicago several days of last week.

M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., spent most of this week with the local trade on busines

C. H. Barnaby of Greencastle, Ind., president of the National Hardwood Lumber Association, was in Chicago last week in conference with Frank F. Fish, secretary of that association.

F. W. Hanley of the Williamson-Kuny Mill & Lumber Company, Mound City. Ill., spent most of last week with the local trade.

James F. McSweyn, president and general manager of the Memphis Band Mill Company, Memphis, Tenn., spent Wednesday and Thursday of last week with the local trade.

H. C. Hossafous of Dayton, O., prominent as a veneer manufacturer, was in the city a couple of days last week

G. H. Evans of the G. H. Evans Lumber Company, Chattanooga, Tenn., spent several days of last week in Chicago on a business trip.

W. W. Gillespie has sold his interest in the veneer concern of Houghton & Gillespie, to his former partner, T. E. Houghton.

HARDWOOD RECORD is in receipt of a postal card from R. S. Bacon of the R. S. Bacon Veneer Company, North Ann street, Chicago. Mr. Bacon has been making an extensive trip abroad investigating the source of supply of Circassian walnut. He wrote from Tiflis, in the province of Trans-Caucasia, Russia, which is in the heart of the Caucasus mountains, from where comes the Circassian walnut of commerce.

H. C. Miller of the Hardwood Mills Lumber Company, Chicago, left on Thursday of last week for a two weeks' hunting trip in Wisconsin. He went directly to Merrill, from where he struck out into the country. He is equipped for deer hunting and anticipates an enjoyable vacation.

Thomas McFarland of the Thomas McFarland Lumber Company, Cairo, Ill., was a recent visitor to the local trade.

### ──≺ PHILADELPHIA ≻──

Charles K. Parry of Charles K. Parry & Co., sole selling agents for the Charles K. Parry of Charles K. Parry & Co., sole sening agents for the Carolina Spruce Company, Pensacola, N. C., recently returned from an extended stay at the plant, with the report that they are cutting 90,000 feet of spruce and hardwood a day. Mr. Parry says the logs they are turning out, especially in chestnut, oak and ash, are of the highest grade and the best they ever marketed. Mr. Parry also visited their plant in Selma, N. C., where they are shipping short and long leaf pine, of which they have a cut ahead which will keep them busy for the next five years.

The Whiting Lumber Company reports more liberal orders recently with business keeping fairly steady on the whole. No decided improvement in trading is anticipated until the disturbing local and national questions

are settled.

Robert W. Schofield of Schofield Brothers, owners of the Saltkeatchie Lumber Company, Schofield, S. C., who recently returned from their mill, says they are pushing their plant to full capacity getting out excellent stock, among which is some fine poplar and cypress. Mr. Schofield says business is only fair at this time, but they have many large orders on hand which will keep them busy for some time.

J. H. Campbell of Currie & Campbell reports business spasmodic and prices weak. They are cutting lumber every day at their mill, but are

not inclined to force it on the market.

Frederick S. Underhill of Wistar, Underhill & Nixon says they are feeling the potent changes in the administration, but there is nothing to denote a panicky condition in the near future. Orders are booked right along, but it requires more hustling to get them as buyers are conservative.

William P. Shearer of Samuel H. Shearer & Son reports business running along fairly well, with perhaps a shade of improvement. He does not look for normal trading until the various disturbing political questions are settled.

Frank T. Rumbarger, well-known lumberman of this city, has joined the selling staff of the Thomas E. Coale Lumber Company

The Frackville Lumber & Supply Company, Frackville, Pa., was recently

chartered under Pennsylvania laws, capitalized at \$5,000. The Current River Lumber Company, New York, was incorporated under

Delaware laws. Capital \$100,000.

Application was made recently by the Pacific Timber Company to change its name to the California Timber Company, with a capital stock of \$500,000.

### RED GUM

(Leading Manufacturers)

### Baker-Matthews Manufacturing Co. Sikeston, Mo.

### Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK SEND US YOUR INOUIRIES

### MILLER LUMBER CO. Marianna, Arkansas

ST. FRANCIS BASIN RED GUM

We offer for immediate shipment

5 Cars 4 4 1st & 2nd Red Gum 5 Cars 4/4 No. 1 Com. Red Gum 5 Cars 5 4 1st & 2nd Red Gum 2 Cars 5 4 No. 1 Com. Red Gum 1 Car 6 4 No. 1 Com. Red Gum 2 Cars 6 4 1st & 2nd Red Gum t Car 8 4 No. 1 Com. Red Gum 1 Car 8 4 1st & 2nd Red Gum 5 Cars 4 4 13 to 17" Gum Box Bds,

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

### ARCHER LUMBER COMPANY HELENA, ARKANSAS

### Manufacturers of HARDWOODS

SPECIAL ITEMS THIS MONTH

PLAIN RED GUM QTRD. RED GUM 248,075' 4/4 1s & 2s. 7,716' 4/4 1s & 2s. 402,222' 4/4 No. 1 C. 12,235' 4/4 No. 1 C. 79,645' 6/4 No. 1 C. 6.219' 6/4 1s & 2s. 47.288' 8/4 1s & 2s. 26.805' 6/4 No. 1 C.

# **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better Soft Em

Mark H. Brown Lumber Company **Hardwood Manufacturers** Mounds, Ark.

Eleven Miles West of Memphis, Tenn.

Horace 6 Hestard of the Hitton Deds. Lumber Company sixs business is a fittle big-liver, but prices, are still irregular. If its loopeful of a Stronger number when the cold worther sets in.

F. W. Unkel says the unsettled prices make selling more difficult at this time and competition keener. Buyers are not disposed to go beyond actual regularement.

1) II Cathrall seventy years old, a well-known lumberman, died Nov 2. He retried from active fursiness, ome years ago, being succeeded by his son, E. H. Cathrall, Jr.



### Grant T. Stephenson Constructing Engineer

Wood Distillation Plants for Utilization of Wood Waste

WELLS, MICHIGAN



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

### ≺ NEW YORK >====

The annual meeting of the New York Lumber Trade Association will be held at headquarters on Wednesday, Nov. 12.

The Empire State Forest Products Association will hold its annual meeting and dinner in New York, Nov. 13. This association includes nearly all of the lumber manufacturers of northern New York and some of the pulp and paper interests. It has had a good influence on forestry legislation in the state. The meeting will be held in the rooms of the Merchants' Association, Woolworth building.

Vicegerent Kammer is working hard on the Hoo-Hoo concatenation to be held Nov. 14 at Lisenweber's. A good class of kittens is assured.

be held Nov. 14 at Lisenweier's. A good class of kittens is assured. The Astoria Venere Mills & Dock Company has lately installed a new seven-foot Clark band mill. The company installed this additional equipment to take care of special requirements of the trade during the active period for log importations. The log pond has been enlarged to accommodate 3,500,000 feet of logs in storage.

H. L. Black, known to the local hardwood trade through former connections, is sales representative in this section for Caflish Brothers, Jamestown, N. Y. Mr. Black's headquarters are at the Monticello hotel, 35 West Sixty-fourth street. H. W. Alling, sales manager of the company, spent several days in town during the fortingth.

spent several days in town during the forlinght.

The A. Sherman Lumber Company, wholesaler of hardwood lumber and flooring, will handle the output of the Redwood Manufacturers' Company of San Francisco, in local and Long Island, eastern Pennsylvania, New Jersey and New England territory.

E. S. Foster, for many years a figure in New York hardwood circles, is president of a new corporation known as the Woodbury-Foster Lumber Company. W. H. Woodbury, Asheville, N. C., is treasurer. The company operates a hardwood mill on the Southern railway and will have an assembling yard at Asheville with dry kilns and planing mill. The company will specialize in dressed stock, dimension, moulding, trim, etc., in addition to rough lumber business. Mr. Foster is located at 31 East One Hundred and Twenty-fifth street, selling office.

L. H. Street, selling representative for Clark Brothers, sawmill machinery house, Olean, N. Y., was a recent visitor to New York. He reports good business and has made several sales in the metropolitan district.

George H. Reeves, prominent lumberman and box manufacturer of Brooklyn, died Oct. 25 at his home in Greenport, L. I. He was 75 years old. His entire business career had been in the lumber and box business, dating back to 1870.

A. C. Tuxbury, head of the A. C. Tuxbury Lumber Company, Charleston, S. C., and the Northern Lumber Company, North Tonawanda and New York City, died at his home in Montclair, N. J., Oct. 28. He was well known in the hardwood trade of New York.

### ──≺ BUFFALO ≻

The Automobile Club of Buffalo held a Hallowe'en celebration on Oct. 29 and the lumbermen were largely represented among the several bundred who took part in the festivities. The committee in charge was headed by I. N. Stewart as chairman, and among the other members were O. E. Yeager, C. Walter Betts, J. B. Wall and A. W. Kreinheder. The clubbouse and grounds were decorated appropriately for the occasion. According to Edward N. Smith of Watertown, who delivered an ad-

According to Edward N. Smith of Watertown, who delivered an address at the state waterways association meeting at Albany on Oct. 31, the water power of New York state developed to its full capacity would give employment to 3,000,000 persons and support a population of 12,000,000. He argued for the adoption of the proposed amendment to the state constitution permitting the flooding of state forest lands for the construction of storage reservoirs.

The hardwood firm of I. N. Stewart & Bro. has been dissolved, Hugh A. Stewart retiring and I. N. Stewart continuing the business, in which he has been interested for twenty years. H. A. Stewart has gone to the Pacific coast, where he will probably engage in lumber business. W. K. Jackson of Jackson & Tindle, who recently returned from a busi-

W. K. Jackson of Jackson & Tindle, who recently returned from a business trip to Michigan, is now spending some time at his new timber tract in northern Ontario.

Hugh McLean has returned from a short vacation trip to Gatineau River, Canada. While away he attended the wedding of his niece, Miss Edith McLean, daughter of Angus McLean of Montreal, to Dr. A. L. Gilday of that city.

S. B. Taylor has returned from a long trip to the lumber centers south of the Ohio, where he found business decidedly quiet. He considers the difficulty to have been an overbuying of stock late last season.

Alfred Swanson has been spending some time in Pennsylvania lately, looking after the shipping of hardwoods for J. M. Briggs & Co. He has also been doing some pheasant hunting during the past month.

B. F. Ridley of Davenport & Ridley, has been spending a good deal of time during the past month in Pennsylvania, shipping chiefly basswood and maple, for which the yard has a fair demand.

The Standard Hardwood Lumber Company has been getting in some oak, chestnut and poplar lately and reports that there has been a very fair demand for hardwoods in general.

Miller, Sturm & Miller are getting in fair-sized stocks of oak, chestnut and maple and state that business, while not very active, is better than it was during the summer.

### =====≺ PITTSBURGH >=

Herry Vanesdell, Fred Edwards and W. D. Hanville have been at the Gartelsen bumber yard at Ashland O. and will run it under the matter of the II. V. & E. Company.

The C. P. Caughey Leimber Company, according to Manager S. Someon, is doing well this fail. It has out out its riginal operation in Butler county, but has recently secured another nice tract of hardwood timber there, also an operation in Center county, Pa., and one in West

Jos. W. Cottrell is doing a fine business in mining stock from the branch office at Uniontown, Pa. He has a splendid lot of mixed hardwoods available for this purpose

The engagement is announced of A. Adelman, president of the Adel man Lumber Company, and Lillian Adelman of New Jersey. The wedding will probably take place late this winter

The Freehold Lumber Company has added a new salesman and is working the Ohio trade very hard at present. Sales Manager Robert Gannon is not at all discouraged over the outlook, as business is coming right

The Duquesne Lumber Company broke all records in October for shipments from its big plant at Braemer, Tenn. President A. Rex Flinn spent a few days at that plant last week

Builling operations in Pittsburgh in October made a substantial gain. for ast month was 294 process, amounting to \$1,362,387, as compared with 8797,999 in October, 1912.

### ===== ≺ BOSTON >=

The Perry Lumber Company has been organized in Eastport, Me., with 1 apital stock of \$10,000. Ambrose S. Blanchard of Eastport is president

Swain & Baggs have organized at Berwick, Me., for the purpose of carrying on a wholesale lumber business. Charles B. Swain of Medford, Mass., is president, and Francis G. Baggs of Hingham, Mass., is treasurer. Both Messrs. Swain and Baggs are well known in the lumber trade in

Thomas Alfred Wilson, manager of the Wilson Lumber Company, Concord, Mass., was married Oct. 25 to Miss Bessie Alice Hunt, daughter of Mr. and Mrs. George W. Hunt.

The final certificate of dissolution of the States Lumber Company, New Haven, Conn., has been filed. This certificate states that the assets of the company have been divided among the stockholders.

The Lincoln County Lumber Company of Bath, Me., has been reorganized under the name of the Bath Box Company. Arthur J. Dunton has been elected president and Wellington Moore treasurer.

Fred A. Crossman of Kingfield, Me., is reported to have opened a new woodworking plant at Rochester, N. H. He is located in a part of the building occupied by the' Rochester Lumber Company.

Elmer E. Doe, who for several years has been manager of the E. L. Chandler Lumber Company, Orleans, Vt., has been elected a director of the Parker-Young Company and the Rickford Lumber Company, two wellknown Vermont lumber companies.

The E. O. Lake Lumber Company, Boston, was recently incorporated with a capital stock of \$50,000 by Elmer O. Lake, Carl E. Milliken and Belmont Emerson.

### =≺ COLUMBUS ≻=

The Churn & Washer Company of St. Marys, O., has taken over the plant and patent rights of the Easy Washing Machine Company.

A movement is on foot among business men's organizations and archito ts' societies in Ohio to have the Ohio Industrial Commission, which has taken over seven state departments, take up the matter of having supervi-·lon over state buildings. It is claimed that the law creating the Industrial Commission gives it power to take over the regulating of state build-In case the courts do not uphold that view of the matter, steps will be taken to have it passed at the next session of the Ohio legislature.

The Celina Hardwood Company of Celina, O., has been organized with a capital of \$10,000 with the following officers: J. E. Raudebaugh, president; A. R. Hunter, vice president; O. J. Myers, secretary, and E. Bourr lle, treasurer. The new company will be located on the Cincinnati Northern railroad near Celina.

The King Lumber Company of Canton, O., has been incorporated with a capital of \$25,000 to handle lumber by W. E. King, J. M. Beck, George H. Walker, and H. E. Andress.

The announcement is made that George H. McMullen & Co., a newly organized concern, has taken over the handle business formerly conducted by George H. McMullen.

The Breece Manufacturing Company of Portsmouth, O., manufacturing rims and spokes, is considering plans for the erection of a large drying house near its present plant.

The David Lumber Company of Toledo, O., has gone out of business. At East Liverpool, O., the East End Lumber Company has recently started in business.

The Wood Lumber Company of Lorain, O., contemplates making a number of radical changes in its plant. One of the changes will be the installation of twenty-one individual motors, each of which will operate a

The Indiana Board and Filler Company of Decatur, Ill., has purchased

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

### Bluestone Land & Lumber Company MANUFACTURERS

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock Band Sawed Stock

RIDGWAY PENNSYLVANIA



Wholesale Manufacturers and Exporters RED GUM

SAP GUM COTTONWOOD

CYPRESS ASH

PLAIN OAK

All Grades and Thicknesses QUARTERED OAK

HICKORY

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick, SOFT ELM SYCAMORE

### VANDEN BOOM-STIMSON LUMBER COMPANY

Receizatorers Southern Hardworks Red Gum a Specialty

Memphis

Tennessee

### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT GARDNER & HOWE

ENGINEERS

Clarence W. Griffith Department Manager, Memphis, Tenn.

# The Mossman Lumber Co., Inc.

### Manufacturers

plain and quartered red and white cak, ash, gum and puplar, it it it it

ALSO FULLY EQUIPT DIMENSION PLANT

usmons.

the plant and good will of the Baker Eag Case Company of Urbana, O., which will be operated under the same name in the future. The consideration was between \$10,000 and \$50,000.

The Cambridge Furniture Company of Cambridge, O., organized some time ago by D. B. Garry, has just about completed its plant, which will soon be placed in operation. It expects to manufacture household furniture only.

The Jeffrey Manufacturing Company of Columbus, O., has issued a well illustrated catalogue showing its various styles of labor saving machinery for use in the lumber industry. The catalogue is attracting considerable attention

# CINCINNATI

Hardwood Manufacturers and Jobbers

RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT

SUMMERS AND GEST STREETS

E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

JAMES KENNEDY & CO., Ltd.

OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

# **POPLAR SPECIALISTS**

We have always made a distinct specialty of Poplar, Rough and Milled. Have 3,000,000 feet nice, dry stock at Cincinnati now, and some at our mills.

CAN WE SERVE YOU?

THE M. B. FARRIN LUMBER CO.

CONASAUGA LUMBER CO.

MANUFACTURERS HARDWOOD AND PINE

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT

C. CRANE & CO.

MANUFACTURERS HARDWOOD LUMBER
1789 EASTERN AVENUE

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK

로 유한테르면이라면 한번 라인민만이면 한번 한 10년 전 한 10년 전 한 10년 전 한 10년 전 10년 Auron L. Kelsey, one of the oldest lumber dealers of Toledo, died recently at the age of ninety one years. He came to Toledo in 1830 and six years later storted in the lumber business with Nathan Reeve.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports a good demand for hardwoods from both dealers and manufacturing plants. He says prices are well maintained and the prospects for the future are good. Dry stocks are light. Dealers are only buying what they want for immediate needs.

### — ≺ BALTIMORE >----

George Esselmann, manufacturer of picture frames at Sharp and West streets, Baltimore, whose place was burned out last spring, has decided to discontinue business. The plant has been taken over by Milton Bosley, who was superintendent of the plant under Mr. Esselmann, and there is to be no change in the general method of conducting the establishment.

The R. E. Wood Lumber Company reports an excellent run for its sawmill plant in Tennessee during October, the returns showing that the mill, which is a seven-foot band, turned out upwards of 900,000 feet of hardwoods during the month. It was the best record made there.

William Akers of the William Akers Lumber Company of Atlanta, Ga., was in Baltimore ten days ago in the course of a business trip. He spoke conservatively about the trade situation.

President Fred Arn of the National Lumber Exporters' Association has appointed as delegates of the organization to the annual meeting of the National Conservation Congress: Richard P. Baer, Richard P. Baer & Co., Baltimore; J. M. D. Heald, Price & Heald, Baltimore; Harvey M. Dickson Lumber Company, Norfolk, Va.; R. J. Camp, the Camp Manufacturing Company, Franklin, Va., and R. J. Darnell, R. J. Darnell, Inc., Memphis, Tenn. It is hoped that all of the delegates will be able to attend, as much interest is expected to attach to the proceedings.

George Grauer, eighty years old, lumber and wagon manufacturer at 326 Belair avenue, died on Oct. 23 at his home on Erdman avenue, of a stroke of paralysis sustained the previous Saturday. Two sons, Henry and George, and two daughters survive. Mr. Grauer came to the United States from Germany when he was fifteen years old, and has contributed much to the development of the section in which his yard is located.

### =< INDIANAPOLIS >====

 $G.\ W.\ Bennett,$  formerly in the lumber business at Logansport, has taken a position with the Hotel Severin, Indianapolis.

On suit brought by Wertz and Amos, hardwood dealers of Edinburg, William F. Pell has been appointed receiver for the Schoentrup-Worden Rack Company, Shelbyville.

The death of James L. Barley of the Haas, Spencer and Barley Hardwood Company, Vincennes, and manager of the Barley and Spencer Lumber Company, Marion, occurred at his home in Marion on Oct. 23. Mr. Barley was sixty-two years old and had wide business interests. A widow, one daughter and three sons survive.

On Oct. 26 the Indiana Hardwood Flooring Company and the B. D. Brooks Lumber Company, together with the Sattley Machinery Company, suffered a loss of about \$15,000 from fire. A building and machinery owned by the B. D. Brooks Lumber Company, but occupied and used by the two other concerns, were destroyed.

A general lumber business will be conducted at Jasonville by the newly organized Harris Lumber Company, which has been incorporated with an authorized capitalization of \$25,000. Those interested in the company are Curtis Harris Alfred Harris and Blancha O. Baker

are Curtis Harris, Alfred Harris and Blanche O. Baker.
Sheriff Theodore Porticus has sworn in two hundred prominent business men to serve as deputy sheriffs in connection with the Indianapolis street car strike. Among them are James T. Eaglesfield of the Eaglesfield-Stewart Company and Eaglesfield & Shepard hardwood concerns; Harry C. Atkins, Fred C. Gardner and Nelson A. Gladding of E. C. Atkins & Co. and O. D. Haskett of the Burnet-Lewis Lumber Company.

### -----≺ MEMPHIS >-

The Gayoso Lumber Company is installing a hardwood mill here which with have a capacity of about 40,000 feet per day. The mill was purchased from the Fair-Crittenden Lumber Company a short time ago and although it has been used slightly it is in first-class condition. The Gayoso Lumber Company owns a large amount of timber in Tunica county, It has been bringing the logs to Memphis and having them cut af custom mills. As soon as its own mill is installed, however, which will be about Jan. 1, it will do its own sawing. The firm has also increased its yarding capacity to take care of the output.

The big new double band mill of Russe & Burgess, Inc., has been completed and was placed in operation a few days ago. This mill has a daily capacity of about 50,000 feet, which is an increase of approximately fifty per cent over that of the mill which was dismantled in July.

Business conditions here, taken as a whole, are quite satisfactory. Bank clearings during October broke all records in the history of this city, exceeding last year by more than two million dollars. While the big sales of cotton at unusually high prices account for a considerable portion of this increase, it is pointed out that lumber interests have made a substantial contribution through the increased business done during October this year as compared with the same month in 1912.

The Yazoo and Mississippi Vailey road has begun work on the big yards to be ostablished it None unab and on the shops which are to be located at the same point. The Vazoo and Vississippi Vailey road is a most important factor in the hardwood lumber industry in this city and section as it bandles a big portion of the timber from the Mississippi vailey to this city and as it also plays an important part in the handling of export shipments by way of New Orleans. Lumbermen are, therefore, very much Interested in the increased facilities which will result from the work now under way. It is estimated that it will involve a total of \$500,000.

### — ≺ NASHVILLE >==

Barier & O'Connor are having installed near Sparta, Tenn. a new plant for the cutting of shuttle blocks and dimension stuff of dogwood, blickory and oak. The plant of the company will be on Rural Route No. 3 in a section well timbered with blckory, dogwood and oak, which has not been developed. The firm expects to have the plant in operation about the middle of November.

Olin White has been appointed vicegerent for the Middle District of Tennessee of the Order of Hoo-Hoo, succeeding Charles M. Morford, who has held the position for the past year. Mr. White is manager of the local interests of Wistar, Underhill & Nixon of Philadelphia, and has resided in Nashville four years. He is a prominent member of the Nashville Lumbermen's Club, a director of the local Board of Trade, and a live wire.

Building permits for the month of October in the city of Nashville called for improvements to cost \$73,496, compared with \$65,518 for the corresponding month of 1912.

It is probable that the Nashville Lumbermen's Club will carry its grievance as to milling in transit, and also the question of "policing logs" to the Interstate Commerce Commission. The transportation committee, of which A. B. Ransom is chairman, has been authorized to take action. Local shippers want such privileges as are accorded other cities. An attorney representing Evansville and Louisville on similar complaints appeared before the local club, and made a proposition to have Nashville join those cities, and if the committee deems it wise this will be accerted.

The car shortage in southern territory has been steadily growing more trious. Lumber shippers have been feeling the effect of the shortage to some extent, but not as greatly as some other industries. Railroad officials have been almost begging shippers and consignees to co-operate in prompt loading and unloading of cars, in order to relieve the situation,

### —≺ LOUISVILLE >=

The annual meeting of the Louisville Hardwood Club will be held at the Seelbach hotel Nov. 11. This meeting will conclude five years of work on the part of the club, which has met over 250 times during that period. The present officers of the organization are Edward L. Davis, Edw. L. Davis Lumber Company, president; D. E. Kline, Louisville Veneer Mills, vice-president; C. M. Sears, Edw. L. Davis Lumber Company, treasurer, and G. D. Crain, Jr., secretary.

and G. D. Crain, Jr., secretary.

Lumbermen took a prominent part in the hearing of the complaint of the Louisville Board of Trade against the Louisville & Nashville railroad, involving the switching regulations of the road, which have been the source of much criticism. Among those who testified were T. Hoyt Gamble of Gamble Bros., whose plant is at Highland Park, a suburb of Louisville; J. W. Oden of the Oden-Elliott Lumber Company, Birmingham; G. E. Evans, Chattanooza; John F. Frey of the Frey Planing Mill Company, Louisville, and others. The general line of the testimony was to the effect that on account of the L. & N.'s switching rules many lumbermen were unable to buy to advantage on other lines; that unreasonable delays intervened between the shipment and delivery of the lumber, and that Industries isolated on L. & N. switches suffered loss and inconvenience on this account. The hearing was continued until Nov. 20 after the evidence for the complaint had been completed.

Robert V. Board, the new president of the Kentucky Wagon Manufacturing Company, one of Louisville's leading woodworking industries, was formerly in the lumber business at Hereford, W. Va.

Edward L. Davis, the local hardwood man, has returned from Canada, where he took a vacation and indulged in his favorite sport of hunting. Mr. Davis has the reputation of being the best shot in the hardwood business.

J. V. Stimson & Co., the Owensboro, Ky., sawmill operators, developed an interesting idea in connection with a display at the "Made-in-Owensboro" exposition held the last week in October. A mountain chalet was made of log slabs with the bark on, the roof being covered with autumn leaves. The interior was finished in native hardwoods, forty varieties being represented. The display attracted wide attention.

Design represented. The display attracted wide attention.

Louisville was represented at the recent red gum conference in Memphis by Harry E. Kline, superintendent of the Louisville Veneer Mills.

Mr. Kline does most of the log buying for the local concern, which is prominent in the manufacture of figured gum veneers and panels.

Nov. 6, arbor day in Kentucky, was celebrated particularly at Frankfort, addresses being made by the Governor and others. The arboretum, planted at Frankfort last year, was shown to be in a flourishing condition, containing about 120 varieties of trees native to Kentucky. It is one of the few establishments of the kind in this country.

State Forester J. E. Barton has appointed most of the men who will be used as patrolinen in connection with protecting the forests from

# **EXCEPTIONAL**

MAHOGANY, CIRCASSIAN WAL-NUT AND QUARTERED OAK

# VENEERS

If a good veneer cutter can manufacture fair quality veneers with antiquated machinery, what can he do when given the latest and most efficient equipment?

### The Answer

is to be found in any of the stock produced at our new mill, which is the last word in modern equipment.

We have selected the finest logs on the market, our men are experienced and capable, the product speaks for itself.

See our samples and get prices.

### Visit Our Plant

Any time you are in Chicago and want to see the most modern veneer plant in existence today, we will be glad to show you through our plant.

Fred W. Black Lumber Co.
2245 S. Fortieth Ave. Chicago, Ill.

# Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

# Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- $\P$  We offer to the trade a remarkably SUPERIOR lumber product.
- ¶ Our TIMBER is virgin forest growth of the highest type.
- $\P$  Our MILLS are new and produce accurately manufactured stock.
- ¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- C Kraetzer-cured lumber will "stay where you put it."
- ¶ Dry kiln and oak flooring plant in connection.
- $\P$  We solicit the inquiries and orders of critical and discriminating buyers.
- C For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.



# Gum

These are our specialties COTTONWOOD CYPRESS FURNITURE DIMENSION SYCAMORE YELLOW PINE

### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend.

Indiana

# The White Lake Lumber Co.

### Northern and Southern Hardwoods CAR STOCK

WHITE PINE

YELLOW PINE High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE 10 cars 4/4 No. 1 Com. Basswood

6 cars 4/4 No. 2 Com. Basswood

3 cars 4/4 No. 3 Com. Basswood your inquiries

4 cars 12/4 L, R, Soft Elm

# You Know Something About the Land of Last Supply

You know, of course, that the nearest source of adequate lumber supply are the forests of the west, the inter-mountain pines and the fir, spruce, cedar and hemlock of the Pacific Coast.

In a broad sense, we are at the beginning of an era of

### Competitive Demand for Western Timber

Mills of the South are exhausting their supply and are seeking new locations.

Timber is disappearing from the market, but not so rapidly now as it will on a constantly increasing scale during the next decade. Every tract taken off the market decreases the supply and increases the desirability and value of those remaining.

The best go first. Investigate now.

# James D. Lacey & Co.

Timber Land Factors

Chicago, Ill., 1750 McCormick Building Portland, Ore., 1104 Spalding Building Seattle, Wash., 1009 White Building are during the danger period, which will end about Jan. 1. He has secured the co-operation of large mine operators in eastern Kentucky, and they will maintain pairols for the same purpose. A forestry association is to be established shortly in Rowan county by leading timber

### → ARKANSAS >

The old Garctson-Greason hardwood mill at Kilgore, Ark., which has lain idle for several months, will again be put in operation in a few days. A new manager has been placed in charge, and the machinery is being repaired. This plant is located on the Prescott and Northwestern railroad, about two and one-half miles west of Blevins. It is thought that it will be ready for operation in about two weeks.

That Harrisburg, Ark., is to have a new cooperage plant is now assured. Bott Brothers, who operate cooperage plants at Alexandria, Mo., and Warsaw, Ill., and who also operate a stave plant in Harrisburg, visited the last mentioned town recently and made a proposition to the town whereby Bott Brothers would establish an up-to-date cooperage factory at Harrisburg if the citizens of the town would raise a certain sum as a The bonus has been raised, and it is now assured that the new bonus. plant will be built and operated.

On Oct. 28, forty suits were filed in the Ouachita County Circuit Court against the T. S. Grayson Lumber Company of Finns, Ouachita county, Ark., charging the mill with having violated the ten-hour labor law by compelling its employes to work eleven hours per day. The suits were filed by Deputy Prosecuting Attorney L. B. Smead, who will be assisted by R. K. Mason, attorney for the mill employes. The penalty prescribed by the law is a fine not less than \$25.00 and not more than \$200.00 for each offense. T. S. Grayson, president of the company, states that if he has violated the law it was through ignorance. Attorney Mason states that the main purpose of the suits is to stop the practice of overworking the

There now seems little doubt that the strike which was made by the members of the Coopers' Union at Paragould some weeks ago will soon terminate in a complete victory for the manufacturing employers. employes went on the strike to obtain recognition of their organization by the plant owners, not having any kick to make against wages, hours and treatment. This demand for recognition was denied the union, and the plants were temporarily closed down. J. C. Clary, commissioner of labor statistics of Arkansas, and his deputy, M. J. McMahon, went from Little Rock to Paragould in an effort to settle the difficulty. The strikers finally reduced their demands to the recognition by the companies of a grievance committee, which should at all times handle the grievances of the employes. Even this was refused by the plant owners, who declared that they would remove the plants from Paragould before they would deviate in any manner from the manner in which they had operated the plants before the strike

About the hardest and the most telling blow that was dealt the employes came last week when a statement was given out over the signatures of some fifty or sixty business men of the town in which the strikers were condemned in the matter, and declaring that those business men would not loan money or extend credit to the strikers further. It is believed the men will go back and that the plants will be operating as before within another week.

### —> WISCONSIN **≺**——

The Success Stave and Heading Company, Athens, has been incorporated with a capital stock of \$15,000. William L. Erbach, William C. Klann and A. C. Rietbrock are the incorporators.

The Rusk Box and Furniture Company, Hawkins, has filed an amendment to its articles of incorporation increasing its capital stock from \$17,000 to \$35,000.

The Quinlan Timber & Log Company, Soperton, has been incorporated by M. J. Quinlan, John V. Quinlan and H. E. McGraw. The capital stock is \$50,000.

The Ventilated Closet Seat Company, Wausau, has been incorporated to manufacture principally a new patent closet seat. Max Tisch, F. Crocker, Samuel Livingston and others are interested. Capital, \$15,000. Work has been started on the new plant of the recently incorporated

Manitowoc Church Furniture Company at Waukesha. Reinforced concrete will be used throughout the building, which will be 60 by 400 feet in size. The concern is operating a temporary plant.

The latest achievement of the Forest Products Laboratory at Madison is a commercially successful process of drying wood for vehicle stock material. The kiln has been perfected and is being used to dry wood to be used by vehicle manufacturers. In curing wood by artificial heat, manufacturers have never been successful because uneven drying caused checking, warping and other losses. Many woods which possess qualities for vehicle construction are discarded because they can not be successfully dried. Many of the discarded timbers are now being successfully used in vehicle construction after drying in the new humidity regulated kiln. The variety of woods which can be used will be increased as the kiln is perfected. The new process will aid all manufacturers, particularly those using expensive timber. The initial cost of curing by the new method is slightly in excess of that of the old process, but the saving in material will more than offset this increased expense of curing. The laboratory recently succeeded in making wooden shingles fire-resistant by the use of chemicals and is now

werking on reducing the east of operation of the process which cost little in or a sport trous and Both of the processes when made commercially availed able will be of immense importance to the lumber trade

The Racine Stool Manufacturing Company, Racine, is making improvements to its plant to double its capacity and take care of the ever increas ing business. A new power plant is under construction and will be equipped bothers a modern engine and a new ger

The Sawyer-Goodman Company, Marinette, is about to start up the No. 1 mill which was closed for some time. Two new boilers have been installed and a new resaw, which will increase the output, is being placed. The additional power is needed for the resaw.

The Amount to The & Index Compount. addition which will provide for 6,000 feet of additional floor space. The construction covered with sheet from and measure 40 by 50 feet. It will be two stories and basement. Additional machinery A new dry kiln and furnace room were recently completed. A vencer department is being considered and will probably be in-

The Menasha-Neenah Lumber Company, Menasha, is rushing the work of erecting its new office and large lumber sheds adjoining the North-Western tracks at Commercial street. The sheds will be arranged to form a hollow square, and will have a large capacity

The Kaukauna Lumber Company, Kaukauna, is awarding contracts for creeting a new mill to replace the burned structure. Work has been started on the concrete foundation by a local contractor. The building will measure 64 by 80 to t and be one story high. White sandstone, brick walls, concrete floor, steel truss and composition roofing will make it absolutely fireproof. It will be completed this month

The Edward Hines Lumber Company, which owns 500,000,000 feet of timber near Winter, Wis., has opened several camps in that district. Over 200 woodsmen have been placed at work. The logs cut this winter will be decked and left until it has been decided at which mill they can be sawed into lumber most advantageously.

William Merik has opened a woodworking shop in the old Pankratz mill building at Sturgeon Bay and will manufacture various kinds of woodenware articles and cabinets.

The Merrill Woodenware Company, Merrill, is erecting a new fireproof dry-kiln just south of the factory. It will be 25 by 105 feet, of concrete and tile construction, with tile roof and iron supports. The company is enjoying splendid business. The plant will probably not be closed down for repairs this year as these were taken care of during the summer.

The Badger Basket & Veneer Company of Burlington has requested the Business Men's Association to extend the time for first payment of the plant occupied by it and erected by the association. When the concern located in that city five years ago the association furnished the funds to erect the plant. One-third of the amount was to be repaid within five years and the remainder at the end of seven years. Because of improvements contemplated, such as a new veneer drying plant, additional shed room, sprinkler system for fire protection and additional machinery, the company asks to have the first payment deferred until the entire amount is due. The company is now progressing nicely and is continually increasing its capacity and the number of employes so that the business men are confident that their money is safely invested.

The handle plant of L. S. Barber & Sons, at Butternut, is about completed and ready for operation. A concrete structure, 42 by 100 feet, has been completed and the machinery is now being placed. A feature of the drive is having the shaft and pulleys under the floor and bringing the belts through it to the machines, thereby eliminating much danger to the workers. Broom handles will form the first product, the capacity being

about 7,000 daily. Other lines will be added later.

One of the strangest cases that has been brought before the Wisconsin Industrial Commission is that of a claim of the administrator of Nils Nilson against the John M. Kaiser Lumber Company of Eau Claire. The memorandum on a report blank reads: "The death of Nils Nilson, employed by the John M. Kaiser Lumber Company, Eau Claire, was caused by a porcupine derailing a handcar." Nilson was employed by the lumber company and was riding on a handcar with three others. The car hit a porcupine and threw the men off, Nilson being killed instantly when his head struck a tie. The administrator has filed a claim. A brother and sister of Nilson living in Norway are dependent upon the deceased for support, it is claimed. A legal battle doubtless will be fought in which the activity of one porcupine promises to play a leading part.

Lumbering circles are interested in the announcement of the new rail-road company, the Minneapolis, Merrill & Marinette Railway, which has been formed in northern Wisconsin. A line will be built from Merrill east to Antigo and from Merrill north to Athens. It will provide additional facilities for the many lumber concerns in that section, as it will

pass through many of the large timber tracts.

George H. Buckstaff, retired lumberman, Civil war veteran and former state senator from Winnebago county, passed away at his home in Osh-kosh recently at the age of sixty-seven years. Mr. Buckstaff was a native of Canada and came to Wisconsin in 1850. With his father and brother he was interested in lumbering for some time before the Civil war. After his return he was interested in the Buckstaff Brothers & Chase lumbering concern for twenty years. The business, which confined its operations principally to the Wolf River district, was wound up in 1887, and Mr. Buckstaff retired because of ill health. He is survived by a son, George E. Buckstaff, one sister and a brother, all of Oshkosh.



Our Specialty: Quarter-sawed White Oak Flooring Thicknesses: 3%" and 13/16" Standard Widths

Quick Shipments Guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND OUAR-TERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, KJ.

Isola, Miss.

Sales Office Cincinnati, O.

### SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

# Kraetzer-cure

¶ Kraetzer-Cured lumber is susceptible of being thoroughly air dried or kiln dried in less than one-half the time ordinarily required for seasoning unsteamed wood.

¶ Kraetzer-Cured lumber does not caseharden, check, end-split or stain, and dries without warping or buckling.

¶ Kraetzer-Cured lumber has a uniform tone of color. Its working qualities are greatly improved, and the beauty of the flake on quarter-sawed stock is enhanced.

¶ Kraetzer-Cured lumber dries out to materially less weight than unsteamed wood, ranging from 200 to 500 pounds per thousand feet.

¶ Kraetzer-Cured lumber will neither shrink nor swell, and the grain will not raise when water stains are employed in finishing.

¶ Kraetzer-Cured lumber is not impaired in strength or quality by the process.

¶ Kraetzer-Cured lumber eliminates all glue-joint troubles and "will stay where it is put."

¶ A list of manufacturers of Kraetzer-Cured lumber will be supplied on application.

Kraetzer-Cured Lumber is produced by the use of the Kraetzer Preparator, manufactured by

The Kraetzer Company 537 S. Dearborn St., CHICAGO

TRADE MARK

# Kraetzer-cure D LUMBER

Wesley Wells, aged forty two, son of A. B. Wells, and a nephew of John W. Wells, Menominee humberman, was killed on oct. 31 at Whitensh, Mont, when his automobile was struck by a train. Wells was in charge of the Somers Lumber Company at Kalispell. The body was brought to Menominee for interment.

A report from Catawba states that one of the largest and most important deals in the history of that place was made when the saw and planing mills of the Red Birch Lumber Company were disposed of to the Beyer-Morner Lumber Company of Prentice. The deal includes the sawmill, planing mill, machine shops, lumber sheds and all the land occupied by the extensive plant. The Beyer-Morner Lumber Company has been engaged in the lumber business at Prentice for many years. C. G. Beyer, the senior member of the firm, owns and operates a mill at Worcester station, just north of Prentice. The Beyer-Morner company has large timber holdings in the vicinity of Catawba and will undoubtedly bring many of the logs to the newly acquired mill to be manufactured into lumber.

### =< ST. LOUIS >=

During the mouth of October the receipts of lumber at St. Louls were 18,030 cars. In October last year the receipts were 16,295, or a gain during October this year of 1,735 cars. Shipments of lumber by rail last October were 11,310 cars. This October the shipments were 11,998 or a gain this year of 688 cars.

Frank Liebke of the C. F. Liebke Hardwood Mill & Lumber Company reports that he received a big shipment of ash a few days ago. This shipment, approximating one million feet, will be sawed by the St. Louis mill. The company is now operating its mill fourteen hours a day in order to catch up on orders.

W. W. Irings of the Garetson-Greason Lumber Company is in Chicago on business this week. Before leaving he said that business was quite satisfactory. The company's mills in the South are all running but some time has been lost on account of the scarcity of logs that it could not get to the mills from the woods because of heavy rains. This year the rains have been heavier than for many years.

E. W. Blumer, sales manager of the Lothman Cypress Company, recently returned from a selling trip. He said conditions in the East, where he has been traveling, were quite good and lumbermen were very optimistic over the prospects for the fall.

E. H. Luchrmann of the Chas. F. Luchrmann Hardwood Lumber Company reports an improvement in business. He is well pleased with the volume of business now being done. A great many inquiries are coming in, the principal demand being for oak and gum, with quite a lot of ash being sold.

W. E. Barns, E. C. Robinson, S. H. Fullerton, C. A. Antrim and C. E. Jennings have been appointed delegates to the Fifth National Conservation Congress to be held at Washington, D. C. on Nov. 18-20.

### The Hardwood Market

### ——< CHICAGO >----

Locally the condition is not satisfactory, but it can be safely stated that nothing has developed during the last week or ten days that could be used as an indication of any condition that would justify unusual apprehension. The local trade has been promising itself an early renewal of activities and it is disappointed in the postponement of return to normal conditions. It is very probable that local lumbermen will have to prepare themselves for further disappointment in this line, although the local trade is not justified in assuming an unusually pessimistic attitude. Orders have been hard to get and when they are secured they are not of entirely satisfactory proportions. These conditions mean, however, that the securing of business requires greater effort, but it unquestionably is there for the right man to secure.

Local wholesalers are complaining somewhat on account of the close adherence to a satisfactory level of values on the part of northern millmen. They say they cannot realize a fair profit from transactions in northern stock. It is to be hoped that this condition of sale will eventually affect the state of mind on the part of the trade which prevails with the operators themselves. The price-cutting method has not evidently developed any further than it had several weeks ago, although most of the hardwood stocks being offered in the local market are below what they should be worth.

### -----≺ NEW YORK >-

The hardwood market is still moving on a small volume of business. The much-looked-for improvement has not yet materialized and some of those who were most optimistic a few months ago are turning the other way. This does not mean that there has been any bad break—prices have been well maintained,—but a little more snap to the market would work a vast difference. Reports are that stocks at mill points are not large but dealers here do not seem to fear a shortage. The volume of business does not exceed that done in September. Poplar is in fair call but chestnut and gum are slow.

### =≺ BUFFALO >=

In bordwood trade has been rather quiet of late, with sales largely in maxed cuts in which a number of weeds are moving in Littly good shape. The tord by mass or October hade a fair showing with most yards, though some round it less than a year ago. Stocks here are in quite good assortment and the favorable location of the market makes it a favored locality with eastern buyers, who for the most part are anxious to get the lumber delivered to them very promptly. There is very little tendency to buy stocks ahead. Prices are generally holding steady.

The demand covers about the usual woods, with oak holding a prominance place. It does not bring quite the strong figures of a few months ago, but lately there has been much steadiness to the market. Quartered oak is not moving very fast, but the upper grades are doing quite well, and the prediction is made that before very long it will take the place of such expensive woods as mahogany to a large extent. Ash, birch and maple are among the best sellers and fair stocks are moving. Poplar in our doing much, except in the lower grades, where the demand is good.

### =< PHILADELPHIA >=

Reports from the handwood trade vary according to character of sales, and although there are signs of weakening in values in some lines, prices on the whole are well sustained. Furniture factories and most of the other wholesale consuming industries continue busy, with favorable outlook as to winter trading. Buying, however, is still conservative. Building work has advanced somewhat but the bulk of the extensive work planued probably may not materialize until the money market is easier. Local yardmen are all relying mainly on their stock and evidently looking for lower prices, a change which does not seem imminent judging from the reports by those who have recently toured the mill districts. Many of the eastern cities are in the throes of desperate local political struggles, which, combined with the alarming Mexican situation and the much discussed currency bill in Congress, are having a disturbing effect on the commercial and financial market. The conservative merchant does not dare predict a return to settled normal conditions before next spring at the nearest.

Among the hardwoods oak, both red and white, continues unchanged from a fortnight ago. In high-grade chestnut there is a slight improvement of late, and No. 3 common sound wormy chestnut has been increasingly active; poplar in most grades is stronger; there is no change in basswood; high-grade ash is scarce and in good call; birch and beech hold steady place; there is no weakening in hickory; mahogany and wencer are firm.

### → PITTSBURGH

Hardwood matters are in very good shape here considering the big slump in prices of other lumber stocks, noticeably yellow pine and hemcheck. Hardwood prices are holding firm. Oak is bringing the best price for years. Medium-grade hardwood needed for piling and railroad operations is selling at a good figure. Furniture demanded is lighter than some time ago but prices hold well. Low-grade hardwood is being cut, especially in mining stocks. Demand, however, is big along this line so that the size of the orders helps to make up the deficiency in price. Hardwood mills in Tri-State territory are running nearly or quite to capacity and stocks are not piling up to any great extent. Yard trade is falling off, due to the close of the season. Some trouble is reported in getting cars on branch line railroads.

### \_\_\_\_< BOSTON >=

There has been very little change in the market for hardwood lumber. The cutting up trade is using a fair amount of lumber every week, but so far as demand goes, the average buyer is making purchases in a very conservative manner. There are some buyers who believe that the firm and high prices of the past few months cannot continue much longer, but the reports from dealers who have visited the producing centers of late indicate anything but weakness. Some of the largest manufacturers of hardwood lumber report that they have been doing a little larger business of late. Stocks of desirable lumber at mill points are very small as compared with past seasons.

The demand for plain oak holds good, but from some places the offerings have been a little larger. Quartered oak is very firm with a good demand from most buyers. The call for birch and maple is fairly large. Brown ash has been attracting a fair demand. Offerings are not large and prices hold firm. There is some talk of a car shortage but so far lumber dealers say that their shipments from the mills have been delayed very little on this account.

### ==≺ BALTIMORE ≻====

It does not appear that the hardwood trade has made any special headway during the past two weeks. As far as surface indications go, decided quiet prevails, though the members of the trade somehow always manage to come out fairly well at the end of a given period. It is much the same with prices, which fluctuate to some extent and reflect the uncertain feeling in the trade. The movement should have been decidedly active by this time, but as a matter of fact, the sellers never feel quite sure just where the business is to come from, though in the end the orders utilimately turn up and maintain the average fairly well. Whatever the

# OAK BUYERS

¶ Increased timber supply makes us one of the largest oak producers in the country.

¶ Our white and red oak timber is of a quality that enables us to guarantee to properly meet your requirements for anything in this line. We can supply large quantities, running strongly to 14′ and 16′ lengths—a good proof of the character of the timber.

¶ We are ready to cut red or white, quartered or plain, 3/8" to 8/4", and will carry in stock a complete assortment of all thicknesses.

¶ All our lumber is made with the most perfect machinery obtainable—band saws used throughout our mills.

¶ We pride ourselves on the character of our edging, trimming and piling, which insures straight, cleanly-made lumber, uniformly dried.

¶ In these days of quick shipment you are interested in prompt delivery. Our extensive organization and facilities from the tree to your yard, place at your disposal the most perfect lumber delivery service in existence.

¶ We would like to explain further why we can please you, and if you are in the market for anything in southern hardwoods now, would appreciate your writing us today.

PAEPCKE LEICHT LUMBER COMPANY GENERAL OFFICES CHICAGO, ILLINOIS



GENERAL VIEW OF MAIN SAWMILL PLANT.

Equipment two bands and four resaws. Daily ten hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

### STOCK LIST-Dry Lumber on Hand November 1st, 1913

3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
FAS Qtd. Wh. Oak, 6" & Up 20,000	30,000	18,000	30,000	30,000	8,000	6,000				
FAS Qtd, Wh. Oak, 10" & Up			1,011.11	6,000		1.51.55.5				
No. 1 Com. Qtd. Wh. Oak, 4" & Up 20,000	30,000	15,000	40,000	75,000	*22,000	2,000				
No. 2 Com. Qtd. Wh. Oak, 3" & Up	1.00			25,000						
Clr. Strips, 212-51/2"				30,000						
Com. Strips, 212-51/2"	40.000	******	20.000	15,000	****	7 000	*** ***			
FAS Pl. Wh. Oak, 6" & Up 20,000	40,000	15,000	20,000	100,000	*16,000 15,000	*20,000	*5,000 20,000			
No. 1 Com. Wh. Oak, 4" & Up 20,000	25,000	15,000	30,000 25,000	100,000	20.000	*10.000	*20,000			
FAS Pl. R. Oak, 6" & Up		20,000 25,000	22,000	250,000	12,000	*12,000	3,000			
No. 3 Com. R. & Wh. Oak.				20,000						
Red & Wh. Oak Core Stock				300,000						
White Oak Bridge Plank				300,000			Cut on	orders only		
White Oak Crossing Plank								orders only		
Mixed Oak Bridge Plank								orders only		
Mixed Oak Crossing Plank								orders only		
FAS Q. Red Gum, 5" & Up				10,000	5.000	6,000	5,000	orders only		
No. 1 Com. Q. Red Gum, 4" & Up				6,000	5,000	2,000	3,000			
FAS Fig'd Red Gum, 6" & Up 30,000	26,000	10,000	25,000	15,000	4,000	2,000	2,000			
No. 1 Com, Fig'd Red Gum, 4" & Up 5,000	4,000	4.000	5.000	5,000	1.000	2,000	1.000			
FAS Pl. Red Gum, 6" & Up	250,000	100,000	250,000	300,000	250,000	200.000	15,000			
No. 1 Com, Red Gum, 4" & Up 85,000	50,000	65,000	75,000	350,000	40,000	20.000	15,000			
FAS Sap Gum, 6" & Up 30.000	25,000	20,000	30,000	20,000	20,000	15.000	28,000	2,000		
FAS Sap Gum, 13/17"	20,000	15,000	25,000	80,000	6,000					
FAS Sap Gum, 18" & Up				15,000						
FAS Sap Gum (Stain), 13" & Up				25,000						
Sap Gum Box Boards, 13/17"				75,000						
No. 1 Com. Sap Gum, 4" & Up 25,000	35,000	30,000	40,000	60,000	45,000	16,000				
No. 2 Com. Sap Gum, 3" & Up 50,000	100,000	65,000	186,000	150,000	90,000	38,000				
FAS Tupelo, 6" & Up				75,000						
No. 1 Com. Tupelo, 4" & Up				19,000		FO 000	70.000			
FAS Cypress, 6" & Up				19,000		50,000	12,000			
Sel. Cypress, 6" & Up				60,000		50,000	8,000			
No. 1 Shop Cypress, 5" & Up				40,000 Sold		16,000	17,000			
FAS Ash, 6" & Up				Sold						
No. 1 Com. Ash, 4" & Up Log Run Elm				Sold						
Log Ison Education				bioei						

<sup>\*</sup> Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No, 1 Common and Better is Kraetzer-Cured, insuring the lumber to lay straight and flat and to be absolutely, free from stain. Kraetzer-Cured lumber is of a soft mild texture and uniform color.

We have facilities for kiln drying and surfacing. Oak timbers, switch and cross-ties, car stock, bridge and crossing plank, we specialize on.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD,

trouble may be that keeps the trade in a state of uncertainty or even of apprehension, the cause is not in any way associated with the direct demand for hardwoods, our must be booked for in another direction. There can be little doubt that the unsettling effect of the tariff, followed by the currency discussion bear much, if not all, of the responsibility for the unsatisfactory state of affairs. With leading bankers making very pessimistic predictions in case the currency bill becomes a law, and with the power of the government to impose its will upon Congress so plainly manifested in the tariff act, it is not surprising that hardwood men, along with all others in business, should hold back.

Notwithstanding all these drawbacks, the inherent strength of the hardwoods cannot be entirely overshadowed. It shows itself in the continuance of a good movement at price levels that encourage the millmen espec The producers state that they have been able to lay aside smaller stocks than usual against the deficiency of the winter, and they are not in the least disturbed over the prevailing state of affairs. In the main the quotations are acceptable, and while items here and there show measure of recession, no real slump is to be noted in any direction. The interest in stocks shown especially by buyers in the North keeps up, and a very considerable number of orders has been taken. It does not appear that the aggregate of the movement is smaller than that for the earlier portion of the year, and at least in point of quantity hardwoods make a good showing. Oak has eased off in some of the grades, with chestnut a little lower, while gum and basswood are among the relatively active sellers. The export situation is still affected by the high ocean freight rates, which exceed the advance the foreign buyers are willing to make on stocks, so that the exporters are still handicapped. Meanwhile, however, stocks on the other side are being reduced, which is desirable and promises well for the future. In the main the tone of the export trade is improved.

### =≺ COLUMBUS ≻=

The hardwood trade in Columbus and central Ohio has been fairly active during the past fortnight despite the approach of the semi-annual inventory period. Both factories and yardmen are buying and the volume of business is pretty evenly divided between the two. Prices generally are well maintained and the outlook for the future is not considered bad at all.

One of the worst features of the trade is the increasing car shortage, which is delaying shipments somewhat, especially on some of the southern roads. Even worse than the car shortage, however, is the lack of motive power and terminal fatilities which is delaying the movement of the equipment on hand. The effect of the car shortage is to maintain prices where other conditions might tend to decrease them.

Factories engaged in manufacturing furniture, implements and vehicles are the best buyers of hardwoods. Automobile concerns are buying the wide sizes of poplar faster now. Dry stocks in the hands of mill owners are light which tends to maintain prices. Retailers' stocks are also light and the policy of yardmen is to buy only what is desired for immediate needs.

Oak, both quartered and plain, is strong and the volume of trade is satisfactory. Both red and white oak are selling readily. Chestnut is also strong, especially sound wormy. There is a better demand for poplar, especially the lower grades. Basswood and ash are in good demand and other hardwoods are unchanged.

### ==≺ INDIANAPOLIS ≻=

There has been a fairly active demand for hardwoods during the last two weeks, the only discouraging feature being the fact that automobile concerns have not been buying to any extent. Automobile companies throughout the city and state are suffering from lack of working capital, due to credit limitations placed by banks. Four automobile companies now are in the bands of receivers.

Furniture and vehicle manufacturers report an excellent business, equal to, if not better, than that of this time last year. Hardwood prices are holding their own in this locality and while there has been some inconvenience from car shortage, this has not affected the trade seriously.

### —≺ MEMPHIS ≻=

The hardwood market continues steady but the volume of business is a little disappointing. The demand in some lines is active but general buying is not aggressive and lumber is not moving as freely as was anticipated. There is a free movement in the lower grades of cottonwood and The box factories continue to do a large business and their needs are quite full, with the result that prices are well maintained. There is likewise a good call for the lower grades of oak which are also bringing relatively good prices. Offerings are not heavy. The upper grades of oak have not eased much as to prices but the demand is only fairly active and the movement is but moderate. Sap gum is moving well and prices are held firm. Red gum shows a better tone but no actual advance has followed the recent conference held here. However, the disclosures made at this conference regarding the comparatively small stocks on sticks have caused holders to go a little more slowly in offering their red gum. Much interest attaches to the adjourned meeting of red gum manufacturers to be held here Nov. 15, at which time a permanent organization will be effected and it is expected that steps will be begun at that time looking to a decidedly broader market for this wood.

Ash is selling well in all grades. Cypress is going all right in shops

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey ware-houses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

# C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

# WANTED

All Kinds of High-Grade

# **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia. Fifth Avenue Building, NEW YORK

# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield Ohlo.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company,
Van Wert, Ohio

# \$126,000.00

In Savings **DIVIDENDS** Returned

This Year to Policy Carriers of

# The Lumbermen's **Underwriting Alliance**

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance

### U. S. Epperson & Company

Attorney and Manager 1101 R. A. LONG BLDG. KANSAS CITY

and there is a fair call for selects but the upper grades are rather slow. Export business is quite up to the average for this time of the year. The car situation is interfering comparatively little with lumber deliveries.

### =≺ NASHVILLE >=

The hardwood situation in the local market has shown some improvement the past week. There is a good demand for both plain and quartered oaks. Ash and hickory come in for numerous calls, grades of poplar are selling, while chestnut is selling in only moderate way. Although business is not up to the greatest expectations of members of the trade, it is of sufficient volume to keep the mills in this district running at about the usual capacity. The box business and flooring trade are about up to the normal.

### =≺ LOUISVILLE >----

Though the election played a comparatively slight part in influencing business this year, the lumber trade has picked up somewhat as to sentiment, at least, as the result of the passage of Nov. 4. Business men invariably feel the effect of the election activity, which results in public attention being distracted from business to the matter of current interest. and with this factor out of the way trade should be quick to resume larger proportions. Business is not so active at present as hardwood men would like to see it, though it is probably true that the demand for oak, ash and other woods used in factory work is more active than for softwoods, the principal use of which is in construction operations, as this class of work has been slumping for some time. Quartered white oak is the one best bet at present, quartered red being in small supply and plain oak being less active than heretofore, though a good quantity of all grades is moving. Low-grade poplar is active, and sound wormy chestnut is well cleaned up. Cottonwood is selling well, and ash continues

### =≺ ST. LOUIS **>**=

The local hardwood trade has been fairly good during the past few weeks. The majority of the orders have been small but they made up The consumers are buying in a hand-to-mouth way, in the aggregate. getting only what they absolutely need for immediate requirements. Reports from the South are to the effect that the weather in that section has been exceedingly bad for logging and sawmill operations. The heavy rains have put the woods in very bad shape and have compelled suspension of operations because there was no available timber on hand for cutting. The larger mills have fared the best in this respect as they have had logs in their yards, but if the weather continues as it has for any length of time, their supply will be exhausted also. From present indications there will be a serious shortage of timber in some sections before the late fall and early winter rains give way to severe cold weather. Stocks in the hands of manufacturers are of fairly good proportions. They have more dry lumber on hand than they have had for some time, but as this is in strong hands, it will probably be held for better prices. Plain sawed white oak, red quartered oak, choice red gum and ash are in moderate demand. Poplar is more active than it was and cottonwood shows improvement. Prices are more firm.

### -----≺ MILWAUKEE >--

The hardwood market is somewhat firmer, due evidently to the fact that stocks, in some instances at least, are getting into strong hands, Business is beginning to ease up somewhat, due to the fact that building operations are not quite so active. Wholesalers, however, feel that trade will be fairly good from now until about Christmas, when conditions will be dull until after the first of the year. Stocks in most lines are light and this is expected to keep the market steady.

News from the northern Wisconsin lumber country say that logging operations are opening up on a larger scale than usual and that the output will be heavier this season. The lumber business has been good during the past season and stocks have decreased to the point where it will be necessary that most of the lumber companies saw more logs this winter.

The local sash and door and interior woodworking concerns are inclined to buy carefully and are placing orders only for what lumber they absolutely need. Stocks on hand at all these plants are light and a good business is bound to develop from this source later in the year. furniture manufacturers are getting some good orders, and most of these people are buying rather liberally. The farm implement plants all over the state are entering upon an active season and are in the market for hickory, ash, oak and other hardwoods. Business with the farm implement people has been good throughout the past year and the output at all the factories will have to be much larger in order to meet the demands of jobbers and retailers.

Building operations in Milwaukee during the month of October showed a slight gain. About 362 permits were issued, representing an investment of \$1,214,638, as compared with 423 permits for buildings to cost \$1,187,766 during the corresponding period in 1912. Building Inspector Harper is confident that the high record of last year will at least be attained before Jan. 1.

Maple, birch and elm seem to be in leading demand among the northern hardwoods. More maple for flooring purposes than is arriving in the local market could be utilized just at the present time. Plain and quartered oak and ash are holding the top among the southern woods.

# Advertisers' Directory

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500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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5 carloads 10/4x6 and wider 10'-16'. 3 carloads 3x6 and wider, 10'-16'.

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Edited by Hu Maxwell

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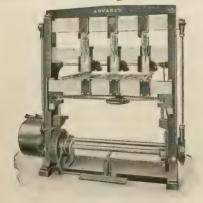
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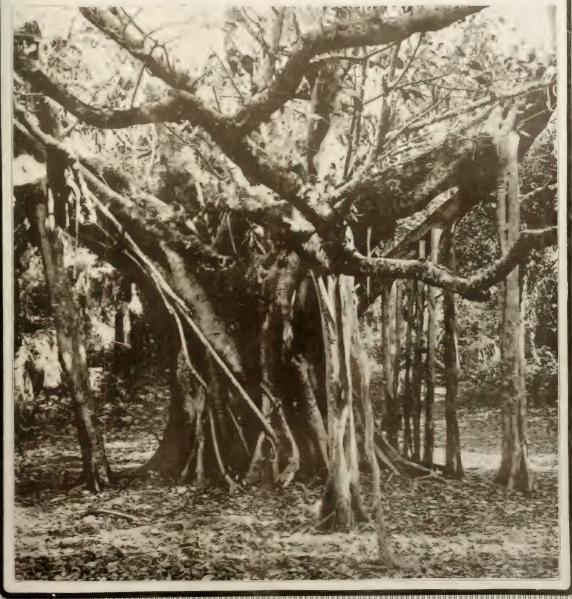
LUMBER CO

# FINANCE DE LA COMPONIONA DEL COMPONIONA DE LA COMPONIONA

Nineteenth Year, Semi-Monthly.

CHICAGO, NOVEMBER 25, 1913

Subscription \$2. Single Copies, 10 Cents.



ADVERTISERS CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

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We manufacture almost all we sell—we are first hands.

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7 cars 4/4" 1s & 2s Plain R. O.
7 cars 4/4" 1s & 2s Plain R. O. 5 cars 4/4" 1s & 2s Plain Red Gum.
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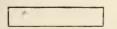
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Cadillac, Mich.

Nov. 15, 1913

		34 2	11
1 x 4	Basswood, Clear	13 3	11
1 x 4	Basswood, No. 4 Cemm m	19.	1
	Birch, 1s & 2s, Red		
	Birch, No. 3 Common		
4/4	Cadillac Gray Elm 1s & 251	00.	11
4/4	Cadillac Gray Elm, No. 1 Common1	00 /	VĪ
4/4	Cadillac Gray Elm, No. 2 Common	88 1	VÎ
4/4	Rock Elm, No. 2 Common & Better	7 1	V
4/4	Soft Maple, No. 3 Com	91	VI
4/4	White Maple, end dried (clear)	10 /	VI
4/4	Birdseye Maple 1s & 2s, end dried 1	12 !	N

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All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

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Specimen of one of the thousands of patented tabled Index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Fancis employed by wholesalers and hardwood manufacturing consumers throughout the United Stares and Canada.



Illustration of Oak Cabinet in which this
Information Service is filed.

### ILLINOIS

Kov

		Rey	
- 1	Ash	12	Hickory
2	Rasswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
В	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
- 11	Gum	20	Veneers and panel stock

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THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additional bulletins and additional bulletins are additional bulletins are additional bulletins and additional bulletins are a tions and additions are printed frequently.

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IS IT SOFT IN TEXTURE?
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If it isn't, you are not getting it from US.
Our stock is Band sawn and can't be beat.
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WE HAVE A SPLENDID STOCK OF PLAIN AND QUARTERED RED AND WHITE OAK, ALL GRADES

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ALL GRADES AND THICKNESSES

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VENEERS Sawed, Quartered White Oak



### Standard for 37 Years Covel Saw Machinery

The machine shown will automatically sharpen band resaws from 1" to 6" wide, and it is not necessary to touch the saws after they come off the

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Kiln-Dried



Hollow Backed and

**Polished** Bundled



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# **ICHABOD T. WILLIAMS & SONS**

Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street **NEW YORK** 

910 So. Michigan Avenue CHICAGO



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### Review and Outlook



#### General Market Conditions

CONSERVATISM IS THE KEY-NOTE of lumber buying at present in all classes and varieties of lumber. In southern pine, of course, the condition can be said to be more than conservative, and in fact, decidedly slow, but in hardwood the former description describes the situation accurately. The most pessimistic note seems to come from the East, where are located several prominent exporting centers, this tone being the reflection of poor conditions prevailing in all stocks of export shipments. This condition is a reflection of two causes abroad, one being over-stocks in British markets, an in fact in markets generally throughout the continent. This overstock condition is the result both of easing of demand and of overshipments. In Germany, where a considerable market usually lies for American lumber products, the economic crises which that country has been passing through on account of recent conflicts has resulted in a scarcity of available funds and a general letting up in business activity. It is encouraging, however, to note that in no case is there any tendency to consider the situation as of a panicky character, there being simply the same feeling of conservatism that is apparent pretty much all over the United States.

In this country there has been very little change since the last report two weeks ago, with the exception that sawmill operators in the Memphis territory and all through Arkansas are in a much more favorable frame of mind regarding log supply, as the opening up of excellent logging conditions means that they will be able to keep their mills running in good shape. In fact, there are very few shut-downs due to a scarcity of logs, those mills which are down being stopped because of a necessity for overhauling and general repair work.

It continues to be a fact that nowhere at the mills either north or south is there any too much lumber, and also because of the fact that buyers have been going slowly, stocks in consumers' hands continue to be of moderate proportions. In spite of this condition, however, the general run of hardwood stocks is not selling up to normal market values, even oak being shaded somewhat. This may not be the result entirely of reduction in the total consumption of hardwood lumber. The conservative buying that prevails, resulting in the placing of small orders, means that hardwood firms must necessarily put more effort into the securing of each order, and while the aggregate amount of lumber moved might be pretty near to normal conditions, the result of this strenuous seeking of business means that salesmen are more apt to shade prices than they would be if the same amount of lumber were moving in a smaller number of larger orders.

As stated, oak is off in some quarters, although it could be truthfully said that this condition prevails more with the weaker houses than it does with the bigger manufacturers of sufficient strength to

hold their prices. In fact, some of the big oak mills of the country are realizing consistently satisfactory prices for their lumber.

Gum has felt a slight stimulation on account of the recent organization of gum manufacturers and the facts which developed at the recent gum meetings showing that gum stocks are not in as serious a shape as had been thought. Following the first meeting there was a more firm tone noted on quotations on red gum, but this sentiment did not crystallize into any uniform shape until after the formal organization of the association and the outlining of plans for improving the gum market. The lower grades of red and sap gum are in a more favorable condition than they have been, while sap gum generally speaking, is slightly stronger.

With but normal stocks prevailing at northern mills, and in fact in some cases stocks below normal, no particular apprehension is felt in those quarters although there are rumors of quite a little price buying in northern hardwoods.

The general business situation continues to be affected by various political causes, chief among them being the rather slow progress and unsatisfactory status of legislation looking toward the making over of the currency system of the country. The banking element continues to maintain its hesitant position regarding money loaned, and as a result collections continue to be poor, and industrial and speculative departments are held back.

The imminence of the semi-annual inventory season is also having some effect on trade, and this can be said as truthfully of lumber, and probably more truthfully than of almost any other commodity.

On the whole the general indications are that business men are simply marking time until they are able to more fully analyze the prospects for 1914, and shape up policies which will be in conformity with conditions and circumstances that will prevail at that time. The conditions which probably are causing this uncertainty more than anything else are the matters at Washington relative to legislation, the uncertainty of the Mexican situation, the lack of definite ideas as to how the recent changes in tariff will affect business in this country, the proposed general advance of freight rates, which would mean raising the prices of all commodities, and the general disposition to hold up pending some definite information as to how the many new policies and ideas as advanced by the administration at Washington will eventually pan out.

#### Landed at Last

THE COVER PICTURE which illustrates this number of HARD-1 DD RECORD may not suggest the title, but the fact is well expressed, because the abnormal trunk now growing on land once stood in water. The tree is the mangrove. The picture was made in South Florida.

Many insects begin their lives in water and end them on land, but few plants do it. The mangrove is an exception; but it is the exception only in exceptional cases. Ordinarily the mangrove is a water tree. It is planted in water, grows from a seed designed by nature to take root in the bottom of shallow water; and millions of the trees mear the low shores in southern Florida never stand anywhere but in water. They fringe the dismal shores of ponds and banks of rivers in dense masses, rising usually from ten to twenty feet above the water's surface. The trunks under such circumstances range from one to four inches in diameter.

Their branching habits are peculiar, and resemble those of the banyan tree of India, though mangrove and banyan are not closely related. After the stem has obtained its start and has developed a small crown of branches, aerial roots put in an appearance. These spring from the branches and hang down like rope ends, slowly increasing in length until their tips touch the mud at the bottom of the water. There they anchor. A single small tree may have dozens of such roots, each an inch in diameter and ten feet or more in length. They look like slender props placed to sustain the tree's limbs. The shores of some of the tidal estuaries in South Florida are so thickly fringed with growth of this kind that it is almost impossible to make a landing from a boat. These fringes often stand in water from one to three feet deep.

When the trees increase in size they are apt to careen, and the tangled mass then defies efforts of man and of most animals to penetrate. The stems are stronger and more elastic than the toughest hickory. In time of storms, waves sometimes sweep in from the sea and beat and maul the mangrove thickets for days, and scarcely a branch or trunk is broken.

The mangrove is a land builder. The thickets collect sediment and drift, and in course of time the water is displaced and the thicket stands on land which is dry most of the time. The tree is not in the least discommoded by the change. In fact, it usually grows faster after it gets out of the water. The largest trees are on land, and they quit sending down roots from the limbs; but those already established continue to grow. Some of them attain diameters of several inches, while the main trunk grows to a diameter of two feet or more. The picture shows such a tree that has been a long time on land and has outgrown most of its aquatic habits.

Mangrove wood is exceedingly heavy. Dry logs rolled into water sink like stones. This adds to the tree's value as a land builder; for when trunks fall they do not float away, but sink to the bottom where they assist in collecting sediment and debris, and the mass gradually rises above the surface of the water to form flats and islands.

#### Destruction or Conservation

A WRITER ON WOOD TURNING couples this statement and advice: "In the wood turning business there are but two grades, good and poor. Send to your customers the good grade, to your freman the poor."

If the manufacturer of products of the lathe were the only person concerned the policy might be good from his selfish standpoint, for it would raise the price of his output. The prospective buyer who could not afford to pay the price could go without the article; but this is not in accord with the spirit of conservation which now is abroad in the land. Forward-looking lumbermen and all wood manufacturers are trying to lessen the activities of the waste burners at their factories. It is devoutly hoped that the time will speedily come when the smoke of the burner will ascend no more, and when the last board-end, the last truckload of shavings, and every shovelful of sawdust can be put to some good purpose, with profit for all who handle them. The tendency is to decrease, not to augment the profitless ash heaps when fire has burned the waste from wood-using factories.

It would be pretty hard at this day to go back to the custom once prevalent in white pine sawmills where the best went to market and the rest went into the river or into the fire; yet that is what is advocated as the policy of wood turners. It has been demonstrated many times that some industries can make money from materials which others throw away. Progressive manufacturers are searching

for means of carrying such utilization still further. If there are buyers for turned stock of low-grade material, such material should be sold then, and not burned. It is a short-sighted policy which would destroy part in order to get a better price for what is left. The better plan is to devise means of getting profit on all. This usually results when one industry uses all of its material that will pay, and turns the remainder over to some other industry to convert into other commedities.

#### The Income Tax

THE INCOME TAX came so suddenly that little time was given the public to analyze and comprehend its terms. It was a case of leaping first and looking afterwards, and the leap having been taken, the business men of the country are beginning to look. The prospect is not reassuring, according to an address delivered a few days ago by Levy Mayer before the Chicago Association of Credit Men. He declared that when the income tax has been added to the taxes levied for state, county, and municipal purposes, the total rate will exceed that of any European country whose people are loaded with taxes to support enormous standing armies, and navies of corresponding size.

The law is clumsy in construction, bewildering in its details. Lawyers are uncertain of its meaning, and cannot intelligently advise their clients on certain questions which have already come up. Decisions of courts will be necessary to settle points which ought to have been made so plain that any one could understand them. The more the law is studied after its enactment, the more apparent becomes the fact that it was not studied before its passage. It betrays the work of theorists who are always strong on generalities and deficient in particulars; who pile up deck loads totally out of proportion with ballast, and who put to sea without regard to storm signals.

Mr. Mayer suggests that there should be a department at Washington to draft and write the laws. Experienced men could at least formulate laws which could be understood and applied. One of the blunders of the income tax act has already become widely known; it relates to the tax on the income of married persons. The makers of the law supposed they were favoring marriage, but as a fact they discouraged that step by an extra tax on married people, both of whom have taxable incomes.

No protection is given in case of an absconding collector who runs off with his employer's money. The latter must pay the income tax on what he lost.

The analysis has just begun. Every day brings to light new crudities and eccentricities. In some instances, it is claimed, it will cost bankers two hundred dollars to collect twenty dollars tax from their clients and turn it into Uncle Sam's strong box. The government compels citizens to collect this tax without pay. In some instances it would be cheaper for them to pay it out of their own pockets than to try to collect it. It is a similar case to that in Irving's Knickerbocker History where the judge ordered each litigant to give the other a clear receipt, and compelled the constable to pay the costs.

There has been little or no opposition to the income tax on principle. The criticism appears to be directed wholly against the kind of law and the manner of its enforcement. It has been denounced as impracticable in its present form, and the only remedy seems to lie in amendments.

#### Another Convert

THE NEW YORK TIMES, in an issue of recent date, gives further evidence of change in sentiment on the part of the more intelligent and fair-minded editors of the daily press regarding the justice of substituting the steel car for wood. This issue contains an editorial entitled "After Steel Cars—What?" The article quotes from the Sague report on the use of steel cars in the United States for diminishing fatalities as follows: "It must be acknowledged that the wheel weights now being used upon both cars and locomotives in the United States are so great as to be entirely without precedent in railroad history, and the combination of speed and

heavy wheel weights, together with the extremely severe track conditions frequently met in winter operations in this country, often produce conditions which are most difficult to meet."

The editorial then comes out point-blank with the following statement: "This means simply that steel cars not only fail to prevent railway accidents,-in the nature of things, they could not prevent them,-but because of their weight causing rails to spread and break and the difficulty of stopping the heavier trains in emergencies, they actually increase the danger of collision and derailment." The editorial then goes on to outline wherein the railroads are weak and to point out the real cause for the many fatal accidents on the railroads of this country. It says that steel cars are a poor makeshift and cannot replace the vigilance, loyalty and devotion that should be demanded of the railway operatives. It is needless to say that with the proper attention given to these conditions the ratio of accidents in this country would soon be reduced to such a low figure that the public would have no special interest whatever in the type of cars in which they were riding and would not make the extravagant and foolish demands which they are reported to be making. which, if ultimately granted on a general basis, would mean the entire replacement of substantially built wooden cars by another type of car concerning which there is absolutely no proof of its right to exist.

### A Questionable Policy

I T IS REPORTED THAT MANUFACTURERS of furniture and other similar articles in which veneer is utilized have decided

that their best interests are not served through the use of the word "veneer" in explaining the construction of their goods. It is claimed by these people that the use of the word "veneers" gives to the public mind the impression that there is something shoddy in the construction of the article in question, and that it will not stand up to the test of time, and that it is really but a poor imitation of something that ought to be better.

Having convinced themselves of this fact, they announce, it is reported, that they will endeavor to substitute for "veneer" the words "reinforced wood," contending that veneer is really reinforced wood in

that the piano, table top or other article in which veneer is used is really made of several layers of veneer, one reinforcing the other. This, of course, is true, but it is extremely doubtful if the establishment and maintenance of such a policy will be of any benefit to them or to the furniture manufacturers and other handlers of furniture, and it is practically certain that it would be anything but a benefit to manufacturers of veneer. If such a plan really exists, it would seem that it would be to the best interest of the veneer and panel concerns of the country to investigate in order that their products may not be forced to sell under false colors before the eye of the general public.

It is true that with the average individual the word "veneer" is synonymous with "inferior quality," and in fact this word has become established as an expression for almost anything which, while it appears all right on the surface, is really not of much real value. That a properly constructed panel is really stronger in many cases than the solid lumber, and that the employment for face panels of high-grade veneer offers a much greater variety of figure, is too generally recognized among those interested in the handling of lumber and veneers to need any argument, but evidently the public has not come to realize that this is true, and it is certainly not a good thing for the veneer trade to let this misconception continue or

to allow without protest any such campaign as is suggested that will rob veneer of its identity.

Veneer is coming to command more and more popularity, but such popularity should be founded on a proper understanding of its value, purpose and application and not upon any false pretenses such as and home suggested as above noted.

#### Important Precedents Established

A DECISION WAS RENDERED on November 17 by Special Master J. C. Wallace in the famous Arkansas reparation case at Little Rock, Ark. The decision stated that the consignee is entitled to the rebate for excessive freight charges and as a result manufacturers and wholesalers have entered formal appeal to the federal court. However, the special master will be unable to file a complete list of settlements. Hence there is no probability of the case being ready for the appeal for some little time.

About \$300,000 will be paid back to the consignees on the basis of this decision, unless an appeal is sustained. This is the amount of excess freight paid, which constitutes about one-third of the amount of the statute rate, which continued in force while the injunction of the railroads against the state rates was pending.

The question of reparation was brought to an issue with the filing of a plea of intervention to collect rebates on shipments made by the Wisconsin-Arkansas Lumber Company of Walco, Ark., on shipments within the state. At the same time the East Arkansas Lumber Company, one of its consignees at Paragould, Ark., filed a similar plea of intervention, in which it claimed that the consignee was

entitled to a rebate.

The decision as rendered would establish the fact that shipments in transit are the property of consignee, and that the real price of an article was the price f. o. b. mills to which the amount of freight to any destination was added.

The court held that the consignee was not only the owner of lumber while in transit, but really paid the increased rate on it at the increased price of delivery. This condition, according to the decision, was not affected by the fact that mills in some instances made concessions which amounted to absorbing part of the amounts themselves, the court ruling that in this case they acted on their

UNSOLICITED TESTIMONIAL

### M. J. Wallrich Land Co.

SHAWANO, WISCONSIN

November 17, 1913.

Hardwood Record, 537 South Dearborn Street, Chicago, Illinois. Gentlemen:

Yours of the 15th Instant with reference to increasing the circulation of your publication, received. Your publication should be in the hands of every hardwood operator or timber owner. I would not be without it even if I had to pay more than the subscription price. Enclosed find check to cover renewal of our subscription to 1915.

Yours truly,
M. J. WALLRICH LAND COMPANY,
By M. J. Wallrich, Pres.

own volition, not being compelled to make such concessions.

#### Are You Aware

THAT THERE IS USED in the United States over six, times as much wood per capita as is used in Germany and over twelve times as much per capita as is used in England, and that we are using in this country today about twice as much wood per capita as we did fifty years ago?

These figures might appear somewhat of a surprise to the lumber trade in view of the much lamented increase in the use of substitutes for wood for various purposes. The lumber trade has been rather startled by the remarkable progress made in the field of wood substitutes and, being fully alive to the situation, is preparing in various ways to combat its progress. We should not figure, however, that because we use six times as much wood as they do in Germany per capita that we possess any more complete understanding of the workable qualities of wood and its adaptability to different uses or that the lumbermen of this country have been any more progressive in marketing their product than have the lumber producers of Germany

As a matter of fact, it is all a question of economics, and it may be said that these figures have some significance as an indication of a possible condition to prevail in the future. The use of any commodity is dependent upon its adaptability for specific purposes as combined with its relative value as compared to other commodities of equal adaptability.

The fact that but one-sixth of the amount of wood per capita is used by the Germans does not necessarily indicate that those thrifty people could not secure more wood if they wanted it, but rather that they have found substitutes which serve their purposes and which they can secure at a less cost. The use of other materials than wood, such as stone and brick, in house construction in Germany does not signify that that type of architecture is specially preferred, but rather because of economic consideration it is the style of construction best suited to the purpose.

It is a well-known fact that native-grown lumber in Germany commands excessively high prices as compared to lumber used in this country produced from our native forests. Also, the cost of importing foreign-grown lumber, added to the value of the lumber itself, means that the ultimate cost of foreign lumber to the German consumer is high. The whole question, however, really hinges on the fact that domestic lumber within the boundaries of the German empire is not plentiful and hence commands a high price. It is not likely that conditions such as exist in Germany today will exist in this country for a good many years to come, but that we are working toward that same end is undoubtedly true. Therefore the logical course to follow would be the employment of more detailed merchandizing methods looking to the gradual increase in the closer utilization of our trees and more detailed attention to specific lines of consumption for different grades and varieties of lumber in order that each grade and kind of wood may be put to the use for which it is best adapted, thereby insuring the fullest possible profit to the lumber trade. This condition will come about as a gradual evolution, and it is encouraging to note the tendency even now shown on the part of American manufacturers to put such methods into practice.

An Intelligent Safeguard

THE BROADCAST ADVANCES in freight rates which the rail-roads announce and which have been generally suspended by the Interstate Commerce Commission pending investigation have undoubtedly had some effect in retarding the placing of orders for shipment during the next few months. The fact that the increase would mean advance in price of from five per cent up in selling price of lumber has unquestionably resulted to a degree at least in effecting a more hesitant spirit on the part of the buyers who desire shipments some time after orders are placed. This uncertainty as to possible change in value in various commodities has made necessary the employment of such means as will successfully overcome this excuse on the part of the buyers for further holding off in their purchases for 1914. In this connection a prominent Wisconsin firm has evolved an idea which appears to be most excellent.

This company is now stamping all quotations for delivered shipments with the following words: "On account of pending advances in freight rates this quotation is based on present rate of —— cents per hundred pounds for prompt shipment and subject to any increase of rate on acceptance for deferred shipment."

Seeking Independence of America

A LONDON TRADE PAPER rejoices in the prospect of extending Russian railways into the Caucasian timber region in order to bring out logs to supply some of the markets of western Europe. It is claimed, "Europe would be rendered more independent of America for mahogany and walnut." It is not easy to see in what way the mahogany supply will be affected by the building of railroads into the mountains of western Asia, since not a stick of mahogany grows in that region. Neither is it apparent how there can be competition with America in walnut, because the kind of walnut growing in Caucasia is not found in America. The Asiatic species is the Circassian walnut which has never been an active competitor of black walnut of American growth, because of the great difference in cost between the two woods and also because woods of Caucasia and those of the United States, the competition

will lie between Circassian walnut and red gum. Though the later is much cheaper than the walnut from Asia, the figure schemes of the two are so similar that a considerable quantity of the wood passing as Circassian walnut is red gum from Tenessee, Arkansas, or some other southern state. No matter how many new railroads are built into the timber regions of Caucasia, there is no possibility of bringing out enough walnut to have an appreciable effect on the quantity of red gum sold in Europe. There can be no competition in price, and as to figure, the gum, if well selected, can hold its own any day and anywhere.

#### Car Statistics

THE AMERICAN RAILWAY ASSOCIATION in Bulletin 155A gives its usual figures on ear surplus and shortage.

On November 15, 1913, the total surplus of cars as reported was 46,059, as against surplus on November 1 of 38,276. Comparison of figures for November 7, 1912, at which time the total surplus was 19,897 cars, would indicate that there is some little laxity in shipments this year as compared with November of last year. This suggestion is more or less borne out by comparison of shortages, as on November 15 of this year there was a shortage of 23,407 cars, as against a shortage of 71,156 cars on November 7, 1912. On November 1, 1913, the shortage was 40,118 cars.

#### Where Were the Lumbermen?

DAILY CONSULAR REPORT contains an account of a build-A ing exhibit which was held at Glasgow, Scotland, the early part of October. The report says that the exhibit was very elaborate and embraced almost every conceivable article required for construction and fittings of almost every class of building. It is interesting, then, to note the description of the various materials and appliances noted. This description starts out with concrete mixing, concrete blocks, brick machines, drain and pipe cleaners, and the different kinds of instruments used in surveying and mapping work. Under the head of building material are listed marble, brick, cement and ornamental interior finishing of mosaic and cement work. Then come the plumbing exhibits, embracing all the latest and most modern plumbing supplies. The next exhibit was of interior finish, and, according to report, included electric and gas devices for heating, stoves, ranges, private telephone apparatus, carpets, rugs, matting, draperies, and, finally, at the end of the list, furniture.

It is significant that the only mention made of any commodity in any way related to lumber was the one word "furniture." It would seem that the members of the lumber fraternity located in Scotland are even more remiss than their American brothers in the matter of adequately exploiting their products, for, while American lumbermen have been rather delinquent as to adopting modern methods, it would seem that the Scottish lumbermen overlooked an opportunity that confronted them, whereas the members of the American trade have simply not had the opportunity and heretofore have not created it.

#### Important to Northern Operators

ON THE OCCASION OF THE RECENT MEETING of the Michigan Hardwood Manufacturers' Association R. S. Kellogg, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, made the interesting observation that the tendency on the part of northern operators would be to hold very firmly to prices during the coming year because of the fact that there is promised an increase in logging costs of from twenty-five cents to one dollar a thousand. It is probable that the reason for this is two-fold. On the one hand the lumber jacks are demanding and receiving better wages then ever, and on the other hand they are actually being housed and fed in comparative luxury when are considered the conditions under which the lumber jack existed in former days.

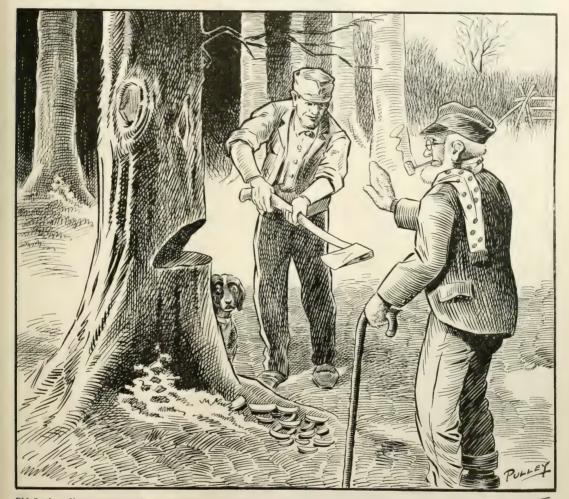
In addition to this the various necessities for logging operations have gone up in price proportionately. That the seriousness of the situation is understood and that it is realized that steps must be taken to effect some sort of a favorable change is seen in the fact that sometime during the present month there will be a conference of representatives of loggers in Michigan and Wisconsin, who will get together at Green Bay.



# Pert, Pertinent and Impertinent



### Good Advice



Old Settler—Young man, go slow! Remember, it took four hundred years to build the oak you are destroying in ten minutes.

#### Even the Bull Knew

The New York girl, spending her vacation in the country, was complaining to the farmer about the savage way the bull regarded her.

"Well," said the farmer, "It must be on account of that red blouse you're wearing.

"Dear me," said the girl; "of course I know It's awfully out of fashion, but I had no idea a country bull would notice it!" New York

#### Logical

Aunty-"How many commandments are there, Johnny?"

Johnny-

Aunty -"And if you broke one, what would

Johnny-"Then there'd be nine."

#### A Dreadful Possibility

When Aunt Elvira takes the train, She always has a vision. (She's told me, time and time again) Of being in a collision;

She doesn't seem to feel much dread And fear of being mangled,

Of broken bones, a broken head, Of being burned or strangled, "I always think," she says to me,

"That 'twould be dreadful shocking If folks should pick me up and see A big hole in my stocking!"

So Aunt Elvira takes her yarns When plans are made for starting,

And darns and darns and darns, Before she risks departing.

Grace Mckinstru in Judge.

No Danger of Fuming The London Timber Trade Journal is authority for the story going the rounds of the papers of a certain Yorkshire firm's advent into the hardwood business after having dealt for years in the softwood line. Having purchased a quantity of oak, one of its salesman called upon a cabinetmaker and offered him the logs. The buyer promptly put the question, "Will they fume?" "Not the slightest danger," replied the expert; 'In fact, we are prepared to give you a guarantee that they won't.

Only the Half . Maiden Aunt—"Venice at last! One-half of the dream of my youth is now fulfilled."

Niere "Why only half, auntie?" Aunt (sighing)—"I contemplated going to Venice on my wedding tour.'



L. HARRISON CAPE GIRARDEAU, MO.



I. W. M. CLURE, MEMPHIS, TENN., FIRST



F. E. GARY, TURRELL, ARK., SECOND VICE-PRESIDENT

# 💥 Red Gum Manufacturers Organize 💥



Following the first gathering of prominent manufacturers of red gum which took place at Memphis several weeks ago, it was confidently predicted by those actively participating in the meeting that at the second meeting which was called for Saturday, November 15, at the Hotel Gayoso, Memphis, a permanent organization would be perfected. That the predictions of these men have proved correctthat such an organization is now an actual fact-can rightly be the cause of considerable satisfaction to the gum interests of the country. The formation of such an organization, considering the importance of this most excellent domestic hardwood, and further con-- sidering the extremely unsatisfactory conditions which have been prevailing in its market for some little time, has come to be deemed an absolute necessity. With the increased facilities which will be furnished for gathering statistics as to condition of stock supply, reasonable values, specific information as to treatment and uses and proper methods of publicity, the condition of the gum market should be very materially improved during the next few years.

As stated, the meeting was held at Memphis on Saturday, November 15. There were in attendance between fifty and sixty men prominent in the manufacture of gum lumber. The various proposals and reports of committees were well received, and while the entire attendance was not secured for membership, those hesitating about signing their names were held back not because of non-belief in the possibilities and good to be derived from the association, but by other conditions that made it necessary for them to postpone such membership.

The meeting was called to order by temporary chairman W. E. DeLaney of the Kentucky Lumber Company, Cincinnati. J. W. McClure of the Bellgrade Lumber Company, Memphis, was temporary secretary, elected at the first meeting, and the session opened with a reading of the minutes of that meeting by Mr. McClure.

Following Mr. McClure's report, M. B. Cooper read a report of the attendance committee. Mr. Cooper read the names of 700 gum producers who were invited to attend the session, and stated that the object has been to secure the small operator for membership, as well as the large operator.

Following Mr. Cooper's talk, cards were passed around on which were listed the amount of gum produced by each manufacturer present. These cards when handed in and the information tabulated, developed the fact that the production of those in attendance aggregates about 154,360,000 board feet of sap gum, and 71,054,000 feet of red gum, making a total production for those present of 225,414,000 feet. It was further developed that 21,-341,000 board feet is used by manufacturers for their own consumption in boxes and various other ways. Additional information covered figures submitted by firms who were interested in the proposition, but were unable to attend. These figures developed a production of 3,788,000 feet of sap gum and 650,000 feet of red gum, a total in addition to above figures of 4,528,000 feet. There were represented at the meeting producers of 7,180,000 feet of gum lumber in addition to those listed at the first report.

Following the issuance of these statistics, the committee on by-laws reported. E. A. Lang of the Paepcke Leicht Lumber Company, Chicago, read the constitution and by-laws as framed by the committee appointed at the first meeting.

The name of the association is The Gum Lumber Manufacturers' Association, and its objects and purposes are to secure a full understanding of conditions surrounding the gum industry in the territory covered by mills operated by members of the association, and also to adopt such measures as will provide for improved methods of manufacture and marketing. It is also the purpose of the organization to disseminate such information as will tend to promote the general welfare of gum manufacturers.

The membership is open to any person, firm or corporation engaged in the manufacture of gum lumber, the initiation fee being \$25.

The dues are to be assessed by a committee, and to be paid in twelve monthly installments not to exceed fifteen cents per thousand feet log scale, based on the annual production of the membership. It is provided that the minimum dues shall be \$50. Power is given the secretary and treasurer to pass one or more monthly assessments when sufficient funds are in the treasury. The usual arrangements are made as to delinquents and resignations.

It is provided that a regular annual meeting for the election of officers shall take place each November, and that semi-annual meetings shall take place in May on due notice. The president is also authorized to call special meetings.

Article 5 of the constitution is devoted to the nominating of officers and the manner of their election and appointment.

Article 6 has to do with the holding of meetings. The board of directors has the power to hold meetings at such time and place as it may think proper, and to select a chairman of the board of



S. M. NICKEY, MEMPHIS TENN TREASURER



1 B ROBERTSON MEMPHIS HENN DIRECTOR



I R GADD CHICAGO ILI DIRECTOR

directors, to appoint committees the in the mainle istap of the located of directors, or of the association; to receive money and dispose of same, and to devise and carry into effect such measures as it may deem proper. In case of vacancies in the directorate or in any of the official offices, same shall be filled by the board of directors at any meeting.

Article 7 is given over to the discussion of the duties of the various officers.

Article 8 specifies that the attendance at any regular or called meeting of twenty members of the association in good standing shall be regarded as a quorum.

Article 9 states that the board of directors shall be authorized to amend the by-laws, while article 10 concludes with the statement that the articles may be amended at the annual or semi-annual meetings of the association by a majority of the members present, but no amendment shall be considered at any such meeting unless written notice shall have been given to the membership by the secretary at least thirty days previous to such meeting.

The by-laws follow the usual form in connection with procedure of meetings and the administration of the officers of the association. They provide in addition that the president shall appoint standing committees with power to act subject to ratification of members at the next following called or special meeting, as follows:

Committee on membership; committee on assessments; committee on finance; committee on technical research; committee on complaints; committee on form of price list; committee on advertising; committee on entertainment.

Following the reading of the constitution and by-laws, they were taken up section by section, and discussed in detail.

While a discussion developed as to the amount of initiation fee to be levied, a \$25 fee was finally decided upon, as a larger fee would be apt to keep out the smaller manufacturer.

Another section that was discussed was that giving the committee on assessments power to assess members for money needed by the organization. It was finally decided to estimate the annual cut of each member and assess him what was deemed necessary, said assessment not to exceed fifteen cents per thousand feet log scale, and to be paid monthly in advance. This money is to be collected by the secretary and given over to the treasurer.

Another point brought out was the discussion of a \$50 minimum assessment of those whose estimated cut at the estimated rate would fall below that amount annually. It was finally decided that the cut should be based on log measure.

The constitution and by-laws were adopted as amended.

Leaders in the discussion as to various features of the constitution and by-laws were: S. M. Nickey, E. A. Lang, Thomas W. Fry, B. F. Dulweber, W. E. Heyser and C. L. Harrison. Following the adoption of the constitution and by-laws, the next order of business was the signing of applications for membership, which resulted in the enrollment of thirty-one members to start with

The committee on nominations appointed by temporary-chairman W. E. DeLaney, then reported. The following officers and directors were recommended:

Proston, C. L. Housen, Humberger Harrison, Lamber empany, Unp. Girardon, Mo.

Fires, Vica Phys. Jews. J. W. M. Chres, Bedge, de Lumber Company Memphis, Tenn.

Shown Vica Parkitana, 1 E. G. iv. Baker Lum er Company, Turrell, Ark

TREAS DEL S. M. Nickey Green River Linnear Company, Memphis, Tenn.

Directors were recommended as follows:

F. B. Reeves n. And reen Tally company, Memphis, Tenn.

F. R. Gade Wis usen Lun, et Company, Adaptive III

If A hone Propose Leis & Limer Company, Chicago, Ill.

Thomas W. Div. Charas F. Ladinaann Hardwood Lumber Company, St. Louis Mo.

September 1907 CONT. SEAS

H. B. Weiss, therize to Brown & Co. Proctor, Ark

M. B. Cooper, Terres Lancer Conquity, Memphis, Tenn

L. P. 10.B's Jack Fish Lumber company Charleston, Miss W. C. Romes, J. H. Bennes, & Sens, Heth. Ark.

These officers and directors were elected as recommended.

President Harrison then addressed the meeting. He spoke of the object of the association and the various conditions which have led up to its formation. He dwell upon the good to be derived, stating that the main benefits will be the establishment of uniform selling plans, a more staple and higher level of prices, and the general education of the consumer as to the value of gum. He then spoke of the necessity of having a competent secretary, dwelling upon the duties, necessary qualifications and the possibilities to be realized by the association from the employment of such a man.

President Harrison then reviewed the work done by the cypress and birch associations and went into detail as to the excellent results they had obtained. He pleaded for a close co-operation between the officers and the membership in order to develop the fullest efficiency possible for the association.

President Harrison was followed by the vice-presidents, J. W. McClure and F. E. Gary, and by Treasurer S. M. Nickey, and Director F. B. Robertson, all of whom spoke encouragingly of the prescribilities of the para premiuration.

Following these talks the meeting adjourned

The following standing committees were appointed for the ensuing year:

M. H. M. Stern, M. S







E A LANG, CHICAGO, H.L. DIRECTOR THOMAS W. FRY, ST. LOUIS, MO., DIRECTOR H. D. WEISS, PROCTOR, ARK., DIRECTOR DIRECTOR

MEMBERSHIP COMMITTEE M. B. Cooper, chairman; W. B. Perkins, Mark H. Brown, H. W. Baker, W. E. DeLakey, J. A. Hemphill, D. Watroud,

FINANCE COMMITTEE F. B. Robertson, chairman; F. E. Gary, J. M.

TRUMNICAL RESEARCH COMMITTEE R. M. Carrier, chairman; W. A. Gilchrist, L. P. DuBose, Fred K. Conn. C. D. Hendrickson.

COMPLAINTS COMMITTEE W. C. Bonner chairman; W. H. Chapman H. L. McGhee, J. F. McSweyn, W. L. Crenshaw, B. F. Dulweber.

Following is a list of the initial membership: Bayou Land & Lumber Company, Lindsey, Miss. E. Sondheimer Company, Sondheimer, La. Lansing Company, Parkin, Ark. McLean Hardwood Lumber Company, Memphis, Tenn. J. H. Bonner & Sons, Quigley, Ark.

Chapman & Dewey Lumber Company, Memphis, Tenn. Taylor Brothers, Lunsford, Ark.

Fischer Lumber Company, Kewanee, Mo. J. W. Wheeler & Co., Madison, Ark. Moore & McFerren, Memphis and Ross, Ark. Alexander Brothers, Belzoni, Miss. Lamb-Fish Lumber Company, Charleston, Miss. Crenshaw-Gary Lumber Company, Richey, Miss.

Baker Lumber Company, Turrell, Ark. Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.

Hyde Lumber Company, South Bend, Ind D. T. McKeithan Lumber Company, Columbus, O

Paepcke Leicht Lumber Company, Chicago, Ill. Carrier Lumber & Manufacturing Company, Sardis, Miss.

George C. Brown & Company, Proctor, Ark. Bellgrade Lumber Company, Memphis, Tenn. Three States Lumber Company, Memphis. Tenn. Green River Lumber Company, Memphis. Tenn.

C. D. Hendrickson Lumber Company, Memphis, Tenn. Wisconsin Lumber Company, Chicago, Ill.

Anderson-Tully Company, Memphis. Tenn.

Chas. F. Luchrmann Hardwood Lumber Company, St. Louis. Mo.

The John Dulweber Company, Cincinnati, O. Kentucky Lumber Company, Sulligent, Ala.

Mark H. Brown Lumber Company, Mounds, Ark. Louisville Veneer Mills, Louisville, Ky.

Following is the list of concerns represented at the meeting, but

not as yet signed up as members: Archer Lumber Company, Helena, Ark.

Baker-Matthews Manufacturing Company, Sikeston, Mo.

J. E. Bell Lumber Company, Lambert, Miss.
Bennett Hardwood Lumber Company, Memphis, Tenn.
W. P. Brown & Sons Lumber Company, Louisville, Ky.

H. W. Darby, Holcomb, Miss.

W. Gary, Inverness, Miss.

J. F. McIntyre & Sons. Inc., Pine Bluff, Ark.
May Brothers, Memphis, Tenn.

Memphis Band Mill Company, Memphis, Tenn.

Moorhead Manufacturing Company, Moorhead, Miss. Richland Parish Lumber Company, Louisville, Ky.

Sunflower Lumber Company, Clarksdale, Miss.

James Thompson Lumber Company, Vincent and Mounds, Ark, VandenBoom-Stimson Lumber Company, Memphis, Tenn.

J. W. Wardlow, Pocohontas, Miss

#### Expert View of Export Conditions

John L. Alcock, of John L. Alcock & Co., Baltimore, Md., returned last week from a six weeks' trip to Europe and talked interestingly about market conditions on the other side. He went over strictly for business and gave all of his time to a study of the situation in the different countries visited, which included the United Kingdom, Germany and France. Mr. Alcock is a close observer and his opinions, therefore, possess exceptional value. Speaking of the United Kingdom, he said that the trade was quiet, with prices relatively low because of large accumulations there. Stocks of lumber and logs had been going forward in such volume that the buvers had come to look for an easing off and had delayed placing orders in the expectation that this could be done on a lower basis. In addition, the requirements had not been especially large, so that the general effect was to depress values. Furthermore, American woods were encountering a greater competition from the woods of other countries. Japanese oak, Mr. Alcock found, was entering the British markets in increased volume and was held at prices that made it a serious competitor of American oak. It was of a good white color, singularly free from pin worm holes, and found much favor. The invasion by this Japanese oak would have to be taken into account by the American shippers in their calculations.

The trade in Germany had been and continued unsatisfactory, the demand being restricted and the buyers being indisposed to place orders. Germany had gone through something of a financial crisis within the past six or eight months. That country, Mr. Alcock explained, had financed the war of Turkey with the Balkan countries. which took larger sums out of the country, this money being withheld from other channels into which it would have gone but for the needs of the Ottoman Empire. Furthermore, the outcome of the conflict made it very doubtful if any of the loans would ever come back, thus further straining the resources of the country and causing the bankers to draw in wherever they could. Something like a real monetary stringency had prevailed in Germany, credits were narrowed and enterprises generally found themselves on short rations, so to speak. The buyers were not in a position to place orders for lumber with the same freedom as before, and the effect generally had been unfortunate. In addition, there is a large supply of logs in Germany. Mr. Alcock stated that while he was in Hamburg not less than 18,000 walnut logs were on the market, a number greater than almost at any previous time. More or less congestion also prevailed in other centers, and the outlook was anything but bright. In France, trade was better, and values had been less unfavorably influenced there than almost any where else. The improvement, however, did not exceed moderate proportions and left room for gain. Mr. Alcock spent a busy six weeks while away, but the frequent change of scene and other things proved of decided benefit to him, and he came back feeling in fine shape.

About the simplest way to increase the capacity of a single band hardwood mill making lots of boards is to add a resaw.



# Some Fallacies of the Forest



ARTICLE ONE

Can a man find his way through a forest by toring the moss or, trees and the roughness of the bank?

Some men may do it sometimes, but no man can all the time. It is widely believed that this art is one of the first things the woodsman must learn, and that until he learns it he must be regarded as only an amateur in woodcraft, a sort of novice who has no business out of sight of blazed trails. Books that tell about pioneers on the wooded frontiers, and hunters in the pathless wilderness, are filled with allusions to finding courses by observing the rough sides of tree trunks, the moss, and the length of branches on one side of a tree, compared with the other side. This alleged forest lore has been repeated and ground in so long that by a sort of common consent people accept it as true.

There is just enough thread of truth in it to tie a little argument on the affirmative side of the question. A good many people are firmly convinced that travelers who know how can take their course any direction they please through the woods by following the signs of the trees. Generally this is not possible, but in restricted localities and under peculiar conditions it may be done.

The theory that the trunks of trees indicate the points of the compass is based on the supposed (not real) fact that the bark is always roughest on the north side of a standing tree, that there is always more moss on that side, and that limbs which grow toward the south are longer and larger than those on the north side. If this were true, a little skill and experience in interpreting the signs would be all that would be needed to enable one to travel in any desired direction through unbroken forest.

This cannot be done. The best woodsman, caught in a fog in a strange region where the features of the landscape afford no hint of directions, is liable to lose his bearings utterly. This often happens on a cloudy day when there is no fog. The experience of almost every woodsman whose acquaintance has covered extensive regions, will verify this. The rough sides of tree trunks have often failed in the time of need, and the moss and the long limbs were either not to be seen or appeared on too many sides of the same tree.

First, consider the rough bark. There is no question that bark is often rougher on one side than on the other, and the roughness appears to be due, in part at least, to a diminution of light on that side. The tree's side facing north receives less light than the south side, if other things are equal, and this has led to the assumption that the north side of a tree is roughest. The observation of a few instances where it proves to be so is apt to be accepted as settling the whole matter in the affirmative beyond the peradventure of doubt

It was stated in the preceding paragraph that the rule will hold "if other things are equal." Right there is the key to the whole situation—the weak place in the theory. Conditions vary within the widest limits. Take for example a forest in the eastern hardwood region, where the woods occupy a flat or nearly flat area, and the forest is mature, the trees old. Here the tree canopy is even the light comes in regularly from the south, and falls on all trunks nearly alike. Such is an ideal situation, and a woodsman in that forest would probably be able to follow any desired course by noting the rougher northern sides of the trees. To that extent the theory might work.

Take a forest spread up and down the steep sides of mountains, deep in ravines, on the brinks of cliffs and ledges, and on level tracts. The roughest bark is found on any side of a tree, wherever chade is deepest. It may be on the south side, if a ledge or clump of trees cuts off the light, and an open space on the other reflects surrounding light in. This often happens, as any woodsman has noticed many a time if he has used his eyes. A tree in the edge of a thicket may get most of its light on the east, or west, or even on its north side, and the roughest bark would be on the most shaded side. The trunk that leans sharply nearly always has its roughest

bark on its under side, no matter whether that is east, west, north, or south.

Trees of a whole tract often lean sharply in one direction, due to the prevailing direction of the strongest winds. This is most frequent in regions exposed to sea winds, but it occurs also on mountains. Trees thus thrown out of plumb by prevailing winds develop rough bark on the sides opposite the wind, though that might be west or east as well as north or south. It is apparent that a woods man who should try to use the roughness of bark under these cir cumstances as a compass to shape his course, would box many a compass before he would reach his destination.

These are not all of the troubles likely to be met in attempting to maintain the theory that the rough side of the tree can lead any sure or particular way. Forests are not always dense. They are often so open that light falls on the ground abundantly. Try to put the theory into practice there, and note the result. Try it among the mesquite, ebony, ratama, and cat's claw along the Rio Grande in southern Texas. Search as you may, not one particle of difference in the appearance of bark can be detected on the north, south, or any other side of those sun-baked trees, unless a chance instance where some unusual condition prevails. The reason is (probably) that the whitish, semi-naked soil reflects so much light that the twisted and deformed trunks in the Rio Grande forest receive about as much light on one side as on another. It would, of course, be impossible to apply the theory there.

Test it at another point on the United States map. In southern Florida, in the same latitude as the Rio Grande forests, there are dense stands of hardwoods called "hammock lands." Instead of an open growth like that of Texas, it is so close that few trunks are ever touched by the sunshine. They grow in perpetual shade. The result is the bark is the same on all sides. There are no rough and no smooth sides, and plainly no woodsman could shape his course by any such characteristes.

Examples might be multiplied. The dense forests of the northern Pacific coast have no more roughness on one side than on another. High mountain trees, where the exposure is great, are apparently not influenced in the least by southern exposure, though sometimes the bark on one side is much rougher than on the other, due, in many instances, to beating hail in time of storms. Trees on some of the exposed crests of the Sierra Nevadas and the Rocky Mountains have little or no bark on the sides where the prevailing winds have full sweep and drive hail almost with the velocity of bullets,

It is apparent, therefore, that no dependence can be placed in the condition of bark on trees to indicate any particular direction. Local conditions govern. No general law will apply. Some hunter, whose whole experience was circumscribed within a few miles, might have found out how to shape his course by the bark of trees in that particular locality, and woodsmen within bounds little larger might do it; but it is not possible that such limited experiences can be expanded into a general law applicable to the forests of a continent, or even to a single state without numerous exceptions.

The moss and the long southern limbs of the trees have not been discussed. Both are unreliable guides in striking a course through the woods. A good deal of what is called moss on tree trunks is not moss at all, but it is not necessary to stumble over trifles.

In some forests it is possible that a north and south course might be laid by noting the presence of moss on one side of the trunk and its absence on the other; but such an experience would be rare. The same laws govern it that control the roughness of the bark on a certain side of a trunk; but usually an additional factor must be considered—dampness. Moss will grow where moisture is right, without much regard to the difference between sunlight and shade. This makes moss even less reliable than bark as a guide. In a particular region where the habits of the prevailing moss is well known, it might be some help in laying a course, but outside of that district it would be useless.

Moss on trees is no more universal than rough bark is. Sometimes it exists, sometimes not. Where it is not found, it is, of course, unavailable as a guide in shaping a course, and where it is abundant it may be equally useless. In Louisiana the so-called Spanish moss covers the trees completely. There is no difference as to the sides of trees. North, south, east and west all get it alike. The same observation holds for the greenish-yellow moss that clothes the forests on some of the far western mountains. The points of the compass apparently have nothing to do with its abundance or scarcity.

In the northern and eastern hardwood regions—that is, east of the Mississippi river—many people refer to lichens as moss. In some localities these seem to prefer the north sides of trees, but in other places no preference whatever appears to be shown. A person who would guide his course by this sign would as likely as not travel toward every point of the compass in course of a day in the woods.

"Large limbs pointing south" are likewise a delusion. Possibly the limbs on the southern side of trees average a little larger than those on the north side, but the differences are so slight and the exceptions to the rules so many that no practical advantage can be taken of the fact, if it really is a fact. Limbs and tree tops grow and lean toward light and open space. If these prevail on the southern side, the largest branches will likely grow there; but open space on the north and thickets and shade on the southern side, will induce the largest limbs to develop on the north side. Any woodsman knows that if two trees grow close together with open

space all round, they will have few limbs on the sides facing each other, but long ones on the sides opposite. Points of the compass have little to do with it. Local conditions control. Frequently the prevailing wind has more influence than all other forces combined. If the prevailing wind is from the south, the longest limbs will point north, away from the noonday sun; if the wind is from the east, the dominant branches will point west. This is one of the commonest sights on the Atlantic coast, while on the Pacific coast in California where the full sweep of the sea winds strikes standing trees on their western side, their largest limbs extend toward the east. There is a certain mountain in California so situated in relation to surrounding mountains that its summit is swept almost constantly by south wind. The trees have scarcely a limb on their southern sides, but stand like flag poles, with what few branches they have whipped out towards the north like streamers. In the southern Appalachian mountains the abnormally-developed one-limb character of the Fraser fir attracts attention of most people who travel through the high regions where it grows. These uncouth, overgrown branches are liable to point in any direction-straight north as often as straight south.

It ought to be apparent, therefore, that it is time to revise someof the old-time misconceptions of nature's guideposts in the forests. If there is any sure way of knowing north, south, east, or west by reading signs on the trees, some one ought to have made the discovery known before this time.



# Measurement of Shrinkage



It is a matter of common observation that wood shrinks when it dries, but not equally in all directions. Shrinkage is due to the fact that while the cell walls grow thinner in drying they shorten imperceptibly. Other things being equal, the thicker the walls of the wood cells, the greater their shrinkage, but this applies only to different portions or specimens of the same species and cannot be used in comparing unrelated woods. For instance Osage orange is one of our hardest, heaviest and densest woods, yet its shrinkage in volume from a green to an oven dry condition is less than half that of some of the hickories.

If one takes an exact cube of green wood so cut that two of the faces represent cross-sections, two radial, and the other two tangential surfaces, and dries it out completely, he will find that while there has been little if any alteration in the length of the piece—that is, longitudinally or parallel with the fibers—the other dimensions have changed, the tangential shrinkage or in direction of the rings of growth being considerably greater than that along the radius—often twice as great. This is quite different from the behavior of a comparatively homogenous substance such as metal or concrete, and explains why shrinkage is so often followed by checking and splitting. Thus if one saws a complete section off the end of a green hardwood log and allows it to dry it will probably split to the center and in time a large V-shaped opening will appear. Upon subsequent soaking this cleft will close up. If shrinkage were uniform the section would merely grow smaller upon drying.

This question of shrinkage has a very important bearing on the use of wood. When squares are cut or staves made from green material it is necessary to allow for shrinkage, otherwise the final dimensions may be so small that the pieces will have to be culled. If wood once shrunk would remain in that condition one of the greatest ills of which wood is possessed would not exist. But the cell walls absorb water readily not only in liquid form but also from the air. Wood dried at high temperature "works" less than air-dried material, even after it is brought back to an air-dry condition. No matter to what degree of dryness wood may be brought in the kiln it is important that at the time of manufacture it should contain approximately the amount of moisture it will normally have in use.

The U.S. Forest Service has made a great many shrinkage measurements in connection with the tests on the strength values

of woods. The results obtained are for use as average working values rather than the basis for detailed study of the principles involved. A common method of making the tests is to take from each bolt two specimens one inch thick, four inches wide and one inch long. They are taken close together so that the results from the two will be comparable. One of the specimens is cut with its width in the radial direction and is used for the determination of radial shrinkage. The other has its width in the tangential direction and is used for tangential shrinkage. The specimens are carefully weighed and measured while in a green condition; they are then airdried and afterward oven-dried at a temperature of 212 degrees F., until a constant weight is obtained, when they are again weighed and measured.

To determine the shrinkage in volume the test specimens are submerged in water both before and after drying. The exact amount of water displaced by the blocks is measured, and corresponds to the volumes of the material. In the following table the results of the measurements on twenty hardwoods are given, the species being arranged in the order of their volumetric shrinkage beginning with the greatest.

SHRINKAGE IN VOLUME OF TWENTY HARDWOODS FROM GREEN TO OVEN-DRY

	CONDITION			
			Radial	Tangential
				shrinkage,
1.	Big shellbark hickory (Hicoria laciniosa).	er cent.	. per cent.	per cent. 13.2
2.			7.2	11.6
	Pignut hickory (H. glabra)			
3.	Mockernut hickory (H. alba)		7.7	10.9
4.	Swamp white oak (Quercus platanoides).	17.7	5.5	10.6
5.	Yellow birch (Betula lutea)	17.0	7.9	9.0
6.	Shagbark hickory (Hicoria ovata)	17.0	7.2	10.6
7.	Beech (Fagus americana)	16.5	4.6	10.5
8.	Post oak (Quercus minor)	16.0	5.7	10.6
9.	Slippery elm (Ulmus pubescens)	15.5	5.1	9.9
10.	Black oak (Quercus velutina)	15.1	4.7	9.5
11.	White oak (Quercus alba)	15.4	5.3	8.8
12.	Basswood (Tilia americana)	14.5	6.2	8.4
13.	Sugar maple (Acer saccharum)	14.3	4.9	9.1
14.	Hackberry (Celtis occidentalis)	14.0	4.2	8.9
15.	Red oak (Quercus rubra)	13.8	4.0	8.3
16.	Sycamore (Platanus occidentalis)	13.5	5.0	7.3
17.	White ash (Fraxinus americana)	12.6	4.3	6.4
18.	Tupelo (Nyssa aquatica)	12.4	4.4	7.9
19.	Osage orange (Toxylon pomiferum)	8.9	-	_
20.	Honey locust (Gleditsia triacanthos)	8.6		



# Regarding Black Walnut

The average householder, the home builder, or the passer by glancing easually into the modern show-window of the up-to-date department store sees in the attractive and oftentime beautiful interior decorations the handsome pieces of furniture, the luxuriously faced piano, or in the highly artistic window ornamentation merely a beautiful exposition of something which for all he knows might have grown from the ground or fallen from the sky in exactly the form in which he sees it. It is natural for us all to accept things as we see them. We board luxuriously appointed Pullman trains

BLACK WALNUT LOGS AND BUTTS ON YARD OF FRANK PURCELL OF KANSAS CITY, MO.

feeling that they have come into being somewhat in the nature of the various creations which Aladdin produced by a simple rub on his magic lamp. We accept all these things as our just due feeling that we of the twentieth century naturally merit all of the good things, conveniences and the luxury that are provided for us. And as a general thing we do not even stop to analyze the possible processes of production of the many beauties and comforts that we can enjoy or that are placed at our disposal.

This is probably true more in connection with the many beautiful and highly useful articles made from wood than of any other class. We are used to sitting in chairs when we wish to rest during the daytime, and to lie in beds when we want to sleep at night. We have always eaten our meals at tables and generally speaking have built our houses of wood, but we accept all these things merely as something which is simply there for us to use.

It should be interesting for the layman to delve into the many steps which have been passed through, for instance, in creating a beautiful bedroom suit made from mahogany, a handsome chair made of oak, or a beautiful dining room table of walnut. The average individual has absolutely no conception of the many sources of supply of these various woods, nor as to the manner or form in which they were gotten from the woods and turned into the raw material from which the finished article is made. He might have an exceedingly limited working knowledge of some of the processes going into the manufacture of furniture, but going beyond that into the manufacture of lumber or veneers, he is entirely at sea, and when you go even further and ask him what he knows as to the method of selecting the beautiful walnut and the mahogany in the logs, and the pains necessary in getting them from the woods.

he understands about as much of what you are talking as he would if you were discussing Perry's data issued in proof of his discovery of the North Pole.

Considerable has been written as to the way in which mahogany is gotten from the woods, the way the trees are located and felled, and the way hewn logs are gotten down to the waterways, and from there to the ocean. Very little has been said, however, regarding the painstaking work necessary in selecting the raw material and producing the beautiful pieces of furniture made of our own domestic walnut. Ten or fifteen years ago walnut in furniture, stair work and interior trim was considered the height of fashion and luxury, but possibly because of the inability of the wood finishers at those times to create the bright, cheerful finishes which the average home-builder now demands and possibly also to a degree because of the increasing prices of walnut, this most desirable wood gradually lost its popularity until up to a few years ago it commanded but a very small proportion of the prestige which it formerly enjoyed.

Of late years, however, considerable advancement has been made in the matter of finishing walnut. In fact, in a great many cases the old, sombre pieces of walnut furniture which when properly put together will last practically forever, have been brought down from the attics and refinished with the modern idea of cheerfulness, and bright beauty in mind. As a result, a more complete realization has come as to the possibility of creating a renewed demand for household articles made from this wood dressed in its more modern attire.

Furniture manufacturers, piano men, and those contracting for



SOME HIGHLY-FIGURED BLACK WALNUT BUTTS ON YARD OF FRANK PURCELL, KANSAS CITY, MO.

handsome show window displays have been venturing further and further into the use of walnut with the proper finish, and in fact some of the productions of the highest type of furniture in Chicago and other markets are displayed more and more frequently in bed room suits, dining room suits and in fact in some cases in living room suits, made of walnut throughout.

The character of the wood used in the ordinary run of various types of household furniture does not necessitate any unusual effort as far as the selection and manufacture of the wood is concerned. As a general thing the logs are picked up by men and concerns who make a business of buying walnut logs in small lots and disposing of them to concerns who manufacture them into lumber and veneers. For this purpose the ordinary run of plain walnut is used without any special regard to figure or curl. The wood used for this purpose is merely in the form of logs and is sold as such, and from them manufactured into lumber and veneers for furniture and similar purposes. However, there is a splendid demand which is never quite taken care of for this wood in the more luxurious form, and that is the wood with the beautiful mottle; the so-called figured and curly walnut which commands excellent prices and is highly thought of for all character of high-class cabinet work. In fact it is difficult to find any character of wood growth which shows a more beautiful surface when properly finished than this highly figured curly stock. It is in this line of work that the walnut log men take the greatest pride. In fact it is necessary that these men have a wide and varied experience that they may make a success of the accumulation and disposal of curly and figured stock.

While the plain wood is gathered and sold merely in the form of logs, the curly and figured stock on the other hand is almost always secured from the sources of supply in other forms. The figure and the curl are the result of natural freaks in the growth and formation of the wood. As a general thing instead of being found in the logs, they are found in the stumps or in the "burls," which to the layman in the ordinary form present an appearance about as attractive as an ultra-mature tree toad.

The experienced walnut man, however, quickly determines whether or not such a 'butt' as he calls it will develop figure or curl, when he has gone so far as cut the tree. He takes great pride in his ability to tell in a general way just what character of figure each stump that he selects will develop in the veneer or lumber. It is not to be inferred from this that the walnut man merely goes through the woods, looks at the walnut tree, and is able to ascertain exactly for what use it is best suited. As a matter of fact there are usually but one or two trees in every hundred cut which develop any figure worth while that will justify their being placed in the class of figured walnut.

The work of selection of figured butts is exceedingly tedious, and when the walnut man discovers one which he considers marketable, that is, a butt that shows that it possesses a strong suggestion of figure or curl, he has it shipped to his assembling yard. Here it is split and the bark and sapwood trimmed off pretty closely to the heartwood. In the figured stock the sapwood is of no commercial value. Various methods are used to preserve the butts after they have been prepared in this way to minimize checking and other deterioration. In this connection one of the oldest of the walnut asemblers of the country, Frank Purcell of Kansas City, Mo., says that after he has split and trimmed his butts he buries them in sawdust immediately, which procedure keeps them in a most excellent condition for an indefinite period.

The veneer manufacturer is a man interested in the purchase of these fancy butts, and as soon as he hears of any special offerings he makes a journey to the assembling yard and makes his purchases. The butts are then shipped to the veneer plant, where they are sliced up into the required veneer which is further matched up in the piano manufacturer's panel plant for high-grade piano facing.

As suggested, the proper selection of walnut in the stump is really more of an art than a cold-blooded business proposition. A man has almost to be born to this work and to pass through years of training in order that he may be able to recognize the beauty he is seeking when he finds it. There are not many men in this country who are able to produce in this way, and among the biggest handlers of walnut today, Mr. Purcell ranks probably as one of the most expert from whom the big veneer people buy their butts. In this connection are shown two photographs which do rather poor justice to some of Mr. Purcell's selections. The true beauty of the walnut butt is not developed to the eye of the average mortal until it is opened up in the form of veneer. Hence, the camera is a poor means of conveying to the average individual an idea of what a walnut butt really looks like. However, these illustrations will give an idea as to the manner in which these butts are treated after their arrival at the assembling yards in preparation for their further manufacture into high-grade veneers.



# The Lumbermen's Round Table



#### ADVANTAGES OF SALESMEN

Houses which have assumed the somewhat heavy expense of sending traveling salesmen out on the road to sell lumber sometimes wonder, especially when business is coming in rather easily, whether it is worth while to maintain an organization for sales purposes in the field. But when trade is draggy, and when it takes real salesmanship to move the stock, the boys on the road are the very backbone of the business. If getting orders is like pulling eye-teeth, it's certain that the traveling man, coming into personal contact with the consumer, can come closer to achieving this difficult dental operation than the chap who has to depend on cold type for expression.

"I don't know what we should have done recently without our salesmen," said the head of a large hardwood concern recently. "Our mail business has fallen off to practically nothing, but in spite of this the men on the road are still sending in the orders. Right now they're our best asset."

#### THE OPTIMIST AND THE PESSIMIST

Everybody has heard the definition of the pessimist as the man who sees only the hole in the doughnut. That simply indicates that the way one looks at things determines the way things are—as far as the individual is concerned.

A lumberman sat in his office recently, chewing his nails and looking moodily at the rather cheerless outlines of his air-tight heater. "Nothing doing," he growled. "Never saw business so dull. I

don't believe anybody is cutting up lumber any more."

Just half a dozen blocks from him was another hardwood man, whose smile was not of the made-to-order variety. He looked cheer-

ful, talked cheerfully, and in fact was cheerful.

"Oh, everything is all right," he said. "Business is good with us. Sold seventeen cars last week, which is pretty good for a young house like ours. It's just a case of getting out and hustling for the orders, that's all."

Disregard the hole in the business doughnut and consider only the light and appetizing circumference. It's there, all right.

#### STUDYING OUTPUT OF LOGS

A sawmill man who has had more than average experience said recently that one phase of the business which is rather neglected is comparison of the results of manufacturing given lots of logs, not only as to footage, but grade.

"The only way to tell whether a bunch of logs was a good buy," he pointed out, "is to cut them up, figure the output as to grade and get at the value of the product accordingly. If the sawmill man fails to do that, he is never in a position to tell his buyer whether to go shead on purchase in a certain territory or whether he is to stay off."

The importance of this proposition is appreciated when it is remembered that the percentage of low-grade is constantly ascending, and that the millman must keep in touch with the changes in this respect, in the timber he is buying in order to know whether he can purchase at current rates and have a margin for profit.

That is to say, if records for one section for a certain period indicate that the mill is getting twenty per cent of firsts and seconds, sixty per cent of No. 1 and No. 2 common and the remainder lower grades, it is important to know whether those percentages still hold good on logs from the same territory.

#### THE LOG BUYER'S OBSESSION

The trouble with most log buyers I have known, "declared a hardwood manufacturer," is that they are obsessed with the idea that their worth to the concern employing them is determined by the quantity of logs which they buy. In other words, they are constantly striving to get footage, without regard to much else. The result is that the log man not infrequently purchases timber which the owner of the mill would have turned down. Poor judgment, you may call it; yes, but poor judgment induced by the overwhelming desire to make a showing in feet."

If it is true that the log buyer is obsessed with this idea, the only way to get rid of it is to make it perfectly plain that his compensation is to be fixed not with reference to the quantity of logs purchased, but altogether with reference to the desirability of the logs secured and the profitableness of those logs when put through the mill. Of course, it is hard to tell in advance whether an apparently sound log will cut up into good lumber; but, in general, if the buyer looked first to the question of ultimate profits, fewer lots of secondrate logs would be picked up at first-rate prices.

The trouble is, to be entirely frank, that the millman hires the log buyer to get material with which to keep his plant in operation, and finds fault if he doesn't do it. With this situation confronting him, it is quite natural for him to lapse into the error of putting quantity before quality.

#### THEORY VERSUS PRACTICE

One of the best known hardwood salesmen in the East gets most of his business, according to his friends, on account of his ability as a conversationalist and his knowledge of furniture design. He calls on a manufacturer, makes himself interesting, gives him a few ideas about styles he has picked up from reading or observation, and incidentally pursuades him to accept a carload or two of lumber.

This method has its advantages, especially from the standpoint of those who believe in "service," and in giving something other than

the goods in return for the business of the customer. But, on the other haud, it exposes the solicitation of the salesman of this type to attack from the man who gets down to brass tacks, quotes prices that look better than the other fellow's, and simply convinces the buyer that he should have the order.

"Give me first and foremost," said a lumberman, "the man who knows hardwoods, who can walk through a factory and see just what the consumer wants. The only way to please a customer is to sell him lumber he can use to advantage; and the theorist, who has had no practical experience at the business end of a rule, is badly handi capped in selling the stock of the hardwood lumber-yard."

#### DO THE INSPECTORS KNOW THE RULES?

The statement was recently made at a gathering of lumbermen that most inspectors, in the yards of sawmill men and jobbers, are not technically informed as to the grading rules. This sounded like a case of stretching the long bow at first, but the speaker went on to explain that he had tested the matter out.

"I went into the yard the other day," he said," and asked the inspector how he had graded a board he had just turned over.

"' 'It's a No. 1 common,' he said.

" 'Why?' I asked him.

" 'Why, I can just look at it and see that it is,' he said.

"I found most of the other men the same way. They had a rough, rule of thumb idea as to grades, but when pinned down for a reason, they could not analyze the proposition and tell exactly why a given board was No. 1 common instead of a first and second or a No. 2.

"After that I gave orders that the inspectors study the rules, stating that any one who failed to show proper knowledge would be fired. In a little while you could see them getting down and marking off the boards to figure cuttings, and studying the lumber from the technical standpoint. Such knowledge is absolutely necessary, and it is surprising to find how many men who are regarded as good inspectors are without it."



# The White Man's Burden



Domingo L. Diaz, one of the forest rangers in the Philippine Forest Service, has taken up the "white man's burden" of which Kipling speaks, and is overseeing a large number of the unfortunate "twilight people," "half devil and half child."

In the United States the forest rangers deal with all sorts of wild animals from weasels to grizzly bears, destroying those that are hornful, protecting those that are beneficial; but the forest rangers in the United States have no wild people to look after.

It is different in the Philippines. The hardest part of the ranger's work there is often connected with the people who live in the woods. Mr. Diaz's work is along that line. He is responsible for the wellbeing of a thousand or more negritos scattered like rabbits through the woods. Centuries of warfare and cruelty under Spanish rule kept these people savage. They considered every man's hand against them, and they were against every man. The Spaniard's civilization, such as it was, never reached them, and the Americans, when they came into possession, took up that part of the "white man's burden," and they are trying to carry the burden with justice and humanity.

The following extracts are from a recent report by Ranger Diaz who finds himself in charge of scattered bands of these wild men:

"No form of local government has ever been enjoyed by these people and without some such form of organization it would be impossible for them to be protected against the injustices of the surrounding people and against their own vices and defects. These conditions did not please the Secretary of the Interior and the Director of Forestry, for after the last visit of the first and the frequent visits by the latter, both being acquainted with the existing conditions among negritos, they asked me to take the necessary steps in the formation of a plan of government for these negritos.

"The officers of the Bataan forest were pleased to write a plan of government for them, under the recommendation of the Secretary of the Interior, which is being followed and no doubt will change the aspect of the deplorable situation of the tribe, opening to them a new era of moral and material progress.

"The form of government is essentialy paternal, and the man in charge of the negritos assumes many of the duties and powers of a government council. The principal object is to help the negritos in the establishment of a local government and to make them a self-supporting people. To carry out this work it has been considered best to first establish two schools where will be taught elementary agriculture, weaving and other convenient industrial work which will serve as a fountain of resource for them although special attention will be given to instruction in practical agriculture.

"It is planned to build the school house in the center of a twenty-five-acre tract of land which will serve as a nursery for plants which will be distributed to all the neighboring negritos and at the same time will be a garden where the students may do their planting, and grow such products as will be needed in feeding the students at school. In addition to this large garden, every family will be allowed to occupy and cultivate eight acres and with similar areas of other families will form the jurisdiction of a permanent settlement.

"A negrito with his family can clean and cultivate several acres of land and being planted with permanent crops such as coffee, pineapple, cacao, bananas or kapoc in combination with rice and corn, ordinary crops of a farm, their lands will become improved and the desire to seek a new home will be reduced to a minimum.

If the Philippine Bureau of Forestry can carry out the policy outlined the results in twenty years will amount to more than was done for the bushmen in three hundred years under Spanish rule.



# The Export of Oak Lumber



More than forty countries, situated in all of the five continents into which the world is divided, receive oak lumber from the United States. In addition, the islands of Oceania draw supplies of this wood from America. The amount sent away from this country last year, to find markets in every climate of earth, was 222,266,000 feet, worth \$9,509,413

No classes of oak are recognized in export statistics, as far as species are concerned. The broad divisions, white oak and red oak, are not even made; nor is account taken of dimensions. The bare fact is given that so much oak lumber is exported to such a country, and its value is shown.

It is a matter of common knowledge, though not found in statistics. that most export lumber is white oak; but there are a number of kinds. The most common white oaks in the export trade are the following: The common white oak which grows in the whole eastern half of the United States; post oak, which occupies practically the same range as the common white oak; bur oak, common in the northern and central states as far west as Minnesota and Kansas, but not abundant in the South; overcup oak, known in the South as forked-leaf white oak; chestnut oak, found from New England to Alabama; cow oak, common and of good quality in the Middle

Probably most of the red oak that goes abroad is the common northern red oak, and the abundant southern or Texas red oak, though there are a dozen other species of red oak which are occasionally cut for lumber, and some of it may find its way abroad in small amounts.

The following table gives the exports of oak lumber of all kinds,

but not oak logs or staves:		
EXPORT OF OAK LI MBER	. 1912	
Destination	Feet B. M.	Value
Austria-Hungary	13,000	\$ 520
Belgium	31,548,000	1,284,778
Denmark	1.481,000	63,318
France	3.945,000	161,451
Germany	8.860,000	368,261
Italy	803,000	31,996
Netherlands	8.696.000	401.541
Norway	860,000	33,844
Portugal	42.000	1,865
Spain	1,338,000	52,740
Sweden	330,000	13,797
England	87,136,000	3,675,693
Scotland	8,432,000	375,910
Ireland	1,552,000	59,433
Bermuda	2,000	163
British Honduras	1,000	30
Canada	57,504,000	2,334,230
Guatemala	11.000	1.192
Honduras	4.000	159
Nicaragua	34.000	1.220
Panama	314.000	14.989
Mexico	1.115.000	39,566
Miguelon	4,000	145
Newfoundland	36,000	1,625
Danish West Indies	2,000	155
Argentina	5.500.000	397.961
Bolivia	10,000	1.284
Brazil	45,000	3,025
Chile	485,000	37,935
Colombia		49
Peru	202,000	14,583
Uruguay	342,000	26,061
Turkey in Asia	2,000	110 90.438
Australia and Tasmania	1,097,000	17,075
French Oceania	5,000	717
British South Africa	297,000	20,178
Portuguese Africa	12,000	841
Egypt	8,000	535
Burope	155 090 000	6.525,147
North America		2,393,474
South America	6,585,000	480,898
Asia	2,000	110
Oceania		108,230
Africa	317,000	21,554
Total	222,266,000	\$9,529,413
1000		,.,000,120

The export of oak logs, round or hewed, is not included in the above figures. Approximately 2,000,000 feet of round oak logs leave American ports yearly for distant lands, and a considerable, though unknown, quantity of hewed oak timbers. It is probable that the square timbers exceed the round logs. Of round logs in the export trade, oak amounts to only about one-third as much as walnut,

Little information is to be had concerning the uses to which oak lumber is put in foreign countries. It is evident that the uses are many, for the wood reaches so many ports that commodities must differ greatly. It is known that furniture, house finish, parts of machinery, vehicles, railway cars, and ships take much of the oak. Flooring is an important place filled by this wood in some countries; but its use as tongued and grooved flooring is not large. It is worked into parquet floors where woods of dark and light colors are cut to geometrical forms to produce patterns, borders, and the like. In such work white oak is used to contrast with dark woods like mahogany

American oak naturally meets with many rivals among the oaks of other countries; but the two most often in evidence are the Siberian or Japanese oak, and the European oak in England and on the continent of Europe. The Japanese oak is successfully competing in California, Washington, and Oregon with American oaks, because, on account of water transportation, it can be delivered at a lower price. The European oak passes in trade by several names, among them being English oak and Austrian oak.

This is the most stubborn rival that American oak encounters in Europe. It is a wood of splendid quality and of fine figure, but it is expensive, and so far as price is concerned, American oak can beat it in most foreign markets. European oak, when brought to America, costs from \$150 to \$400 a thousand feet, and the cost of similar grades in Europe are not much less.

Fine American oak can be laid down in the principal markets of Europe at half these figures, or less; and since it is the equal of the native oak in all essential characteristics, it is natural that it should crowd European oak from many places formerly held by that wood. Europe buys twice as much American oak lumber as all the rest of the world, and Canada is the next best market. England and Canada are the two best customers for this wood, and together they buy sixty per cent of all the oak lumber exported from the United States

### Wood Imports and Exports for September

The imports and exports of forest products during September,

1913, are shown in the following lists which are abridged f	rom sta-
tistics compiled by the Bureau of Foreign and Domestic Co	ommerce.
Imports	
Briar root and ivy	14,013
Spanish cedar 1,082,000 feet	58,454
Mahogany 7,339,000 feet	516,451
All other cabinet woods	138,827
Round logs 9,393,000 feet	96,823
Pulpwoods 127,076 cords	982,879
Rattans and reeds	81,547
Other unmanufactured woods	41,964
Lumber 97,707,000 feet	1,872,049
Lath 67,528,000	185,181
Shingles	157,965
All other lumber	156.367
Chair cane or reed	56,836
Furniture	82.847
Wood pulp	1.951,646
All other manufactured woods	336,947
Total imports	RE 690 796
EXPORTS	,0,030,130
Hewed and sawed timber 41,165,000 feet	824,575
Lumber	5,080,697
Furniture	625,323
* *************************************	020,020
Total exports	89 944 991



# Ontario's Wood-Using Industries



A very complete and well prepared report has been published at Ottawa by the Canadian Government Printing Bureau on the wood using industries of Ontario. It was compiled by R. G. Lewis and W. Guy H. Boyce, under directions of R. H. Campbell, Director of Forestry, and is supplemented by a summary issued some time ago, The industrial conditions and forest resources of Ontario are much bke those of Minnesota, Wisconsin, Michigan, Ohio, Pennsylvania. and New York, and for that reason the report should have particular value on this side of the international boundary. The certainty that the new tariff measure will pass Congress and receive the President's signature adds an interest to whatever our Canadian neighbors are doing in the line of manufacturing lumber or other forest products. There will be free trade in many articles and a reduction in duty on most of the others, and there is no doubt that trade will be turned into new channels in a number of particulars. Whether the Canadians will buy more from us than they have bought heretofore, or pay more for their purchases; or whether they will sell us manufactured articles or raw material more cheaply than we have been able to buy them in the past, remains to be seen; but in the meantime business men will study trade relations between the two countries with more care than has been customary in recent years. The breaking up of old trade habits is bound to cause new alignments.

The report recently published includes statistics collected from 1,200 firms engaged in various kinds of wood-manufacturing. Thirty-six separate industries are listed and are presented with considerable detail. The annual demand for wood aggregates 807,456,000 feet board measure, at an average cost of \$23.73 per thousand, and a total cost of \$19,161,384. Thirty-four separate species of wood are listed, besides numerous others which are considered as groups only. White pine, which apparently includes Norway pine, leads all other woods in quantity, and is twice as much as any other in total cost. The finest remaining stands of white pine in the world are in Ontario, though the quality is not superior to this wood in the Lake states. The average value of the white pine delivered at the Canadian factories is \$25.60, which is from three to eight dollars higher than the average cost of this wood at factories in Vermont, New Hampshire, Massachusetts, and Michigan. It would not, therefore, appear reasonable that any change in tariff laws will enable buyers of white pine in this country to get it any cheaper in Canada. However, that is one of the problems to be worked out.

The wood used in next largest quantity is spruce at an average cost of \$14.21. This includes pulpwood, which is the largest item at \$12.45 per thousand feet. Maple is employed in larger amount than any other hardwood, and at an average price of \$21.13. The average cost of this wood at New Hampshire factories is \$20.73, in Michigan \$17.53; consequently there is little likelihood that maple logs or lumber will come from Canada into the United States, because commodities do not usually move from a region of high value to a region of low. Elm in Ontario costs the factories \$23.52, and in Michigan \$22.98. The difference is small, but is in favor of manufacturers in the Lake states. Ash is about a standoff between the two countries. In Ontario it costs \$35.05, in New Hampshire \$33.17. and in Michigan \$39.47. Hemlock, the third in quantity of the softwoods bought by Ontario manufacturers, costs \$16.34 in that province, \$14.98 in New Hampshire, and \$13.31 in Michigan. Ontario has large amounts of hemlock timber, but judging from the prices manufacturers are paying for it on the Canadian side of the line, there is small likelihood that hemlock logs or lumber will be shipped to factories in the United States.

It holds with most of the important woods which are used for manufacturing purposes in Ontario and on this side of the line, that this wood costs more in Ontario. Following are examples in addition to those given above:

	Cost in	Cost in
Wood -	Michigan	ontario
Basswood	820.79	\$22,72
Balsam	11.68	14.23

Chestnut .	12.57	24 77
Douglas ar	37.60	42 05
Cottonwood	30.80	51.00
Tamarack	 13.91	18.89
Sycamore	26.41	34.51

The difference in cost for all of these woods is sufficient to bar their shipment as raw material across the line into the United States in large quantities.

The average cost of all the wood used in Ontario is slightly above the average in Michigan, but the difference in the average cost for a number of industries is decidedly in favor of Michigan. That is, the Michigan manufacturers are able to buy their material for less than it can be bought in Ontario. Among such industries are the following:

	Cost of wood	Cost of wood
Industry—		in Michigan
Boxes	818.53	815.25
Flooring		18.94
Vehicle supplies	52.13	34.27
Musical instruments		34.37
Cars	35.12	25.18
Handles	29.99	13.36
Woodenware	17.86	15.62
Sporting goods	37.48	30.49
Laundry appliances	28.84	23.93
Ships and boats	45.60	44.08

In a few industries the cost of raw material appears to be in favor of Ontario as compared with Michigan, which is shown as follows:

	Cost of wood	Cost of wood
Industry—	in Ontario	in Michigan
Sash, doors and blinds	824.59	\$27.78
Furniture	30.59	41.13
Agricultural implements	35.43	38.99
Coffins	23.84	31.10

The manufacturing of wood is much more highly developed and concentrated in Michigan than in Ontario. Michigan's area is only one-fourth that of the Canadian province, but its annual output of manufactured forest products is more than fifty per cent greater, both in feet and in cost of materials.

Ontario procures eighty-two per cent of its raw material at home, and four per cent of the remainder from other Canadian provinces, while less than fourteen per cent is imported from foreign countries. Most of the imports are drawn from the United States. In speaking of the increasing cost of certain woods the report says:

"The scarcity of wood and its rapidly increasing price is being felt by every industry using wood. In the case of some of the hardwoods, such as white oak and hickory, the native supply is practically exhausted with the exception of odd trees and groups of trees in farmers' woodlots. The prices of these two species have increased at an alarming rate and even in the United States where the bulk of the supply comes from, a shortage is being felt and the center of supply is constantly shifting to new regions. It is probable that the price of each kind of wood will continue to increase until it equals or exceeds the cost of growing that particular wood in the forest."

The policy which Ontario should pursue is clearly and forcibly explained in the following paragraph:

""

A forestry policy for the province, which has as its aim the management of forest lands to produce a steady supply of wood is the only solution of the problem of how to perpetuate the wood-using industries of Ontario. Canadians cannot count on foreign countries to supply them forever. The economic balance of exports and imports must be insured by the growing of trees adapted to this climate, and in sufficient quantities to supply the local demand and provide a surplus for exportation to other countries. There are millions of acres of land in Ontario that are unfit for agriculture and still are suitable for growing forests. Such land should be withheld from homestead entry and managed as forests. In some parts of the province large areas of deserted farmlands are found, and lands that are not suitable for growing crops but which are being held by farmers who are too poor to move to more fertile regions."



# The Veteran Veneer Man Talks



"I see by the papers," said the veteran veneer man, as he slid back in his chair, planted his crossed feet on top of the table opposite him and thrust out his stogie at a dangerous angle, "that a new veneer mill is to be started in the Ohio valley, and will be equipped with four saws. I know of a concern further south which has begun the manufacture of sawed veneers, and has put in two or three saws. A company which had the misfortune to lose its mill by fire some time ago apparently has not profited by its opportunity, for it is going back in with four saws to be kept going on oak veneers. And a company which is manufacturing lumber in Arkansas has been attracted by the apparently easy money in veneer manufacture and has been looking around for one or two second-hand saws with which to manufacture thin stock."

"That is very interesting," remarked his visitor, "but rather pointless. What's the answer?''

"Just this," said the veneer man, taking his feet down from the table and his stogie from his mouth with a single motion. "We are getting too many saws for the veneer market to take care of. I happen to have equipment for making any kind of stock the consumer may want. We'll give him sawed stock if he wants it, slice-cut if he prefers that, or rotary veneers if they will serve his purpose. Consequently I don't believe I am prejudiced one way or the other on the subject. But I am convinced that some of us are going to find it rather hard to sell sawed veneers at a profit before very long.

"Good sliced stock has always constituted the bulk of the business in figured oak veneers. It has with us, and I suppose with other members of the trade as well. There are a certain number of consumers who appreciate the fact that sawed veneers can't be beat, and that the material is much more likely to be sound and to remain without defect during the entire period of its use than sliced stock, the fibers of which may have been ruptured in cutting, and which consequently may not give perfect satisfaction. But the difference in quality is so slight that only the top-notchers are willing to pay the considerable difference in price which is entailed by the increased cost of manufacturing sawed stock.

"With the market thus limited, and with those already in the field never having had any difficulty supplying the demand, it is a question as to how enough business is to be created to keep all these new saws busy."

"Changing the subject," interposed his visitor, "have you ever found much of a demand for gum veneers for erossbanding purposes?"

"We make some gum stock for that purpose," replied the veneer man, "but frankly I do not believe that gum can be successfully substituted for poplar in this connection. In the first place, gum is not so easy to handle as poplar, and the chances of trouble are not desirable, even though with proper handling gum crossbanding will give satisfaction. But poplar is so easy to work with and is so thoroughly dependable that there is little question as to which is the more desirable.

"I have always had a leaning toward poplar, and while I know that it has been displaced in a good many industries in favor of gum, cypress and other cheaper woods, it has always been a question of price rather than quality. At least that is my view of the matter. But in the veneer business the difference in cost between poplar and gum crossbanding is so slight, amounting to between \$1 and \$2 a thousand, that it hardly pays to risk the experiment of using an indifferent substitute in order to save this relatively small amount.'

"What are you getting ready to do out there?" inquired the caller, noting preparations for construction work in the yard of the veneer plant.

"We're going to build a new steaming vat," said the veteran manufacturer. "Our old one is getting leaky, and we need a bigger capacity, anyhow, so we are going to put in a new tank, We have been considering cutting out wood and substituting concrete. Wood is all right, because it's cheap and answers the purpose, but it makes repairs necessary and doesn't last as long as one would like. With concrete, however, you build but once. Where have I heard that phrase before? If I can work out plans which will not require too much of an outlay, I think I shall use cement instead of wood."

"By the way," interposed the other, slylv, "I believe von are heartily in favor of wood office furniture instead of steel?"

"Oh, certainly," replied the veneer man, "It's not only a question of self-interest, but wood is handsomer, lasts just as well, looks a whole lot better and protects the contents from fire just as efficiently as most of these tin boxes they're putting

"Very good, sir," was the retort; "but don't you think it is rather inconsistent to boost the use of your own product in office equipment and then give the boot to the product of some other lumberman when it comes to building a steaming vat?"

"Inconsistency your grandmother!" was the somewhat heated reply. "My buying a few dollars' worth of lumber isn't going to help the business very much, while patronizing the cement trade to the extent of a few barrels won't enable them to pay many dividends. I figure it's up to me to get the best for my individual work, without regard to its possible effect on the trade at large. That may be a selfish view to take of it, but we must necessarily look at business propositions from that angle."

Seeing that it was politic to direct the conversation along other lines, the caller asked what the manufacturer had heard about the use of veneers for wall-paper.

"The idea is an excellent one," he replied, "and I have seen some beautiful results secured in this way. The material used in this class of work is little more than paper, some of it being cut 120 to the inch. It is laid over a base of composition or other material, and takes an excellent finish. Most of the wallpaper dealers carry lines of paneling, so-called, for use by those who want to get the effect of a wood finish without going to the expense of having the entire interior trim of the real article. By the use of a cheap base of the kind I mentioned, covered with a thin face veneer, one is able to get a very attractive interior at a most reasonable price. However, the idea has not been in use long enough for final results to be stated. I don't really know whether the novelty can be said to have become a staple as yet or not, but I have heard of some veneer houses, especially those cutting mahogany on a large scale, having sold a good deal of stock to wall paper manufacturers for use in this way.

"And that reminds me," he continued, with a ghost of a smile, "of a unique suggestion which was made in one of the trade journals. I thought at first the writer of the article must be 'kidding' his readers, but as far as I was able to determine the suggestion was made in all seriousness. It was that in order to eliminate the troubles of the finishing-room, and to determine whether defects appearing later were due to the veneer or the varnish, the veneers be finished before they were laid! If one were disposed to treat such an idea with any degree of seriousness, of course, it would be proper to ask what he meant by the term veneers: What thickness, for example, between a fourth and one one-hundred-twentieth of an inch? Certainly no one would attempt to finish a sheet of veneer cut in the latter dimension, and even with thicker stock it is quite evident that the result of finishing it would be to make it draw up into a regular gutter. Without wishing to call anybody names, I must say that it certainly took a good brand of dope to produce an idea of that kind."

Just then the mill clerk came in a with a batch of cost sheets showing the day's operations.

"I believe that the veneer interests, including the panel men,"

sail the observer, "are long more real, sure enough practical work along the lines of cost accounting than any other set of manufacturers in the country."

"True enough," replied the veneer man; "and yet, strange to

relate, we still find people selling their stock for less than it costs to produce it, and others refusing to find out what the cost of promotion is a like one way, to the name of the other of the cost of promotion is a like one way, to the name of the other off.

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# Fungus Enemies of Oak Trees



Dony of wood is caused by langus, and without lungus there can be little decay. Scores and probably hundreds of kinds of fungus are concerned in the rotting of various woods and under different circumstances; but the present article will consider less than half a dozen kinds, and only those which are well known to most people who cut oak trees and manufacture the wood into products. In order to still further restrict the inquiry, only those kinds of fungus will be considered which affect the heartwood of oak trees while they are still living, and which produce results that are easily seen and which greatly lessen the value of the wood.

When a woodsman cuts an oak tree and finds the heartwood in a state of decay, he cannot possibly make a mistake if he lays his loss to the work of some species of fungus that in some manner has found its way to the interior of the trunk. It may not make much difference whether the particular name of the destroying organism is known or not, its effect is the most important matter, when measured by dollars and cents. It may, however, be of some assistance to be able to detect the signs of such decay before the trees are cut; and in a good many instances this can be done very accurately, though in other cases it is much more difficult.

It is quite generally known that fungus of every species and kind is a plant of a low order. There are thousands of kinds. In fact, there are so many kinds that no botanist in the world pretends to know them all. Specialists in that branch of botany spend years in fields and woods, and are constantly finding kinds unknown before. It is impossible, and fortunately unnecessary, for the business man to do more in this field than to get acquainted with the few kinds of fungus which directly concern his particular branch of business. The lumberman who works in the woods can easily do this, and he may turn his knowledge to account in a number of ways. So various are the forms that almost every person knows a few. Mushrooms and toadstools are best known, because they are large, plentiful, and easily recognized. A common sight in the woods is a shelf-like growth on old stumps, logs and living trees. This is the fruiting body of fungus, the outward, visible portion, while the roots are hidden within the wood. The terms "fruit" and "roots" express the facts in a general way; but to be scientifically precise, other terms would have to be used. Under present circumstances, however, this is unnecessary

A prevalent defect in oak trees is commonly called white heart-rot. It is caused by a fungus known as "false-tinder," but among botanists it is called Fomes igniarius. It is designated tinder because when flint and steel were the usual methods of striking fire, before the invention of matches, the tinder or punk was often made of this fungus. The outer rind was pared off, and the remainder was boiled in lye, dried, and pounded to soften it. Sometimes it was boiled with saltpeter.

False-tinder is a shelf-like growth on the trunk of the tree, respectively a horse's hoof. There are other kinds of fungus which produce shelf-like growths, and some of them might be mistaken for this one; but after a person has made a few examinations there will be little likelihood that mistakes will be made. The tinder fungus grows on living trees principally, while most of the others are found on dead trees or on logs and stumps.

This fungus is probably the most widely-distributed plant of the whole vegetable kingdom. It grows all over the world, wherever there are trees in considerable variety. There may be localities where it is not found, but its range is known to be world-wide, and that can be said of few other plants. Climate has little to do with its spread.

Almost every lumberman or dealer in forest products is acquainted

with the effect of tinder fungus. It produces the white heart-rot so common in timber. The shelf which grows on the outside of the tree is a result, not the cause of the heart-rot. Decay is usually pretty well advanced before the hoof-like shelf appears. This outside growth is the fruiting body of the fungus that is rotting the tree's interior. The fruiting body must develop on the outside of the trunk, but the real damage is done inside where decay spreads up and down the trunk.

The seeds of fungus are called spores. The shelf on the trunk produces them by thousands from its underside. They are too small to be seen except as a cloud of dust. The individual spores are invisible under ordinary circumstances. They are carried long distances by the wind, and unless they come in contact with a wound or injury in the trunk of a tree they cannot grow. They may lodge on a tree's bark, but it is believed that they never grow in the bark; when the spores happen to enter a wound made by the breaking of a dead limb, they find a growing place. Hair-like roots, called hyphæ, are quickly developed, and they penetrate the wood, growing inward until they reach the tree's heart, and there they begin to spread up the trunk and down.

That is the origin of the white rot which the timber cutter so often finds. He may see no sign of it on the outside of the trunk, but encounters decay in the heartwood. Sometimes one shelf occurs, sometimes there are several. The first one usually shows itself at the opening of the wound where the fungus found entrance to the tree's interior. This is generally the stub of a broken limb, as already stated.

Tinder fungus attacks heartwood only at first, but in advance stages of decay the sapwood may become affected also, and the rot may finally reach the bark, and the death of the tree speedily follows. Death always follows an attack by this enemy. White heartrot is an incurable disease. As far as known there is absolutely no hope for a tree when the thread-like roots of tinder fungus once insimuate themselves among the fibers of its heartwood. It is like leprosy in its slow, sure work. Death may be a long time in coming, but it is certain. The tree decays more and more each year. In the early stages most of the trunk is suitable for use; but in course of time the disease spreads from branches to roots, and the unsightly growths on the trunk tell that not only is the tree's doom sealed, but the wood has become worthless.

It is believed that tinder fungus never attacks young trees. They must be old enough to have developed heartwood. Neither does it fix itself on a perfectly healthy tree. It cannot do so, because it must enter through a wound. Trunks without breaks in the bark are safe; but let an injury show itself, and there is the point of danger. Much of the beech of northern Louisiana falls a victim to the tinder fungus which enters through stubs of dead and broken limbs. In some localities mills make little effort to saw beech logs because so few of them are worth sawing.

This fungus determines the length of life of many trees. It is the disease which ultimately kills them. The proper course is to cut trees as soon as the first evidence of the disease appears. If that is done, some of the wood may be saved. It is generally not practicable to do this under forest conditions. It would cost more to go about a large tract, picking out diseased trees and cutting them, than the timber thus saved is worth. The chief saving, however, would consist in preventing the spread of the disease to other trees.

White heart-rot is not the only disease that destroys the valuable wood of living trees. Another is known as red heart-rot. It is produced by a growth called sulphur fungus (*Polyporus sulphureus*) on account of its yellow color when mature. It develops on tree

trunks in much the same way as that which causes white heart-rot; but the shelf or fruiting body is quite different in appearance. It is one of the most conspicuous fungi found in the forest. The growth develops as a series of shelves, from two to twenty or more, overlapping one another. The shelves are sometimes fairly well separated and distinct; at other times they are so close together as to form a mass five or six times as large as a cocoanut. When these shelves are young their upper surfaces are bright orange red, with a deeper red at the edges. Their upper surfaces are very moist, somewhat hard, and when bruised, they turn brown. The whole growth is soft and fleshy when young, and when squeezed, a clear, yellowish juice exudes. The fungus becomes harder as it grows older, and at maturity is brittle. It has by that time assumed the sulphur color which gives the name by which it is generally known. This fungus is edible, and is in the class of valuable mushrooms and is eagerly sought. Various tribes of hungry insects have also discovered that it is good to eat, and if mushroom hunters do not quickly gather it, insects do.

The wood user's interest in sulphur fungus has little to do with its eating qualities, but relates to its destructive effect on timber. It is a heartwood enemy, the same as the tinder fungus, but not so exclusively. It flourishes on dead wood as well as living; but what it does to dead timber is not directly interesting to the man who deals with live trees.

This fungus attacks many trees, conifers as well as hardwoods. It is particularly destructive of oak. The decayed wood in the trunk looks like reddish-brown charcoal, hence the name red heart-rot. There are various degrees of discoloration, depending upon the species of tree attacked. It is darker in most species of oak and lighter in walnut and chestnut. It frequently appears in maple, alder, locust, apple and pear. It is widely distributed in the United States and Canada, as well as in Europe. The decayed wood is characterized by cracks which radiate from the center like spokes of a wheel, and also run round with the annual rings. These cracks develop as the wood is destroyed, and are due to shrinkage as the wood decays. The cracks are not open but contain sheets of fungus, resembling thin leather. These sheets consist of masses of interwoven threads of fungus. If a piece of the wood is shaken or struck, fine dust falls out, and leaves a skeleton of sheets and cross-sheets of fungus. The dust that falls out is brown and brittle. It is reduced to fine powder when rubbed between the fingers.

The decay caused by sulphur fungus is easily recognized by the peculiarities described. In oak the broad medullary rays are the last part of the wood to fall to pieces. As with white heart-rot, young trees are exempt, for the probable reason that they have little or no heartwood, and also for the reason that very young trunks have few wounds through which the spores or seeds of the fungus can enter. In almost every instance the disease begins in the tree's crown. This is shown by the number of spike-topped trees in old forests. They die at the top first; but the decay works its way down through the heartwood the whole length of the trunk, and finally reaches the ground and finishes the destruction of the trunk.

The fruiting bodies appear on the outside of trunks after decay has made considerable progress, and they develop in the latter part of summer. They do not last long, because the swarms of waiting insects pounce on them and devour them in a few days, but not until the millions of spores have fallen out to be borne away on the wind to infect other trees within a radius of miles. The quick destruction of this parasite explains why nobody ever sees an old shelf of it on the side of a tree, as in the case of tinder fungus.

It seems to be a saprophyte as well as a parasite—that is, it lives on dead and decayed woods as well as on the living. Sulphur fungus flourishes on old logs and decayed stumps. It is oftener seen there than on the trunks of living trees, probably because it is closer to the ground and more apt to be noticed. It sometimes grows where logs or stumps have so completely decayed as to be little more than heaps of reddish dirt. It is probable that the fungus does not start new growth in such places, but that the fruiting bodies that appear come from old threads which ramified through the trunk while the

tree still had some life in it, and continued to grow after the trunk decayed and fell.

The lumberman's direct interest in the fungus ceases when it has ruined the tree; but the insideous parasite still has power for harm; for every fruiting body that develops a yellow mass on stump or rotten log throws off clouds of spores to float away and find lodgment in the trunks of trees.

No remedy is known. The cutting of diseased trees, as in the case of tinder fungus, lessens the danger by reducing the number of centers from which new contagion will spread. It is to the timber owner's interest to cut and use trunks as soon as signs of disease are noticed, for some of the trees may still be unaffected, and the loss will not be total.

There are many other kinds of decay which affect living trees. Some are well known, others are observed only by specialists. The latter kinds are not of particular interest to the user of wood because they are not prevalent; but others cause much loss of timber. One such is piped rot, which is especially destructive of oak and beech. There is difference of opinion as to what fungus produces it. No growths appear on the outside of the trunk. The effect within is well known, and causes much loss, particularly among the hardwood forests of the Mississippi valley.

The heartwood of diseased trees has a mottled appearance, and as far as reported, the sapwood is never affected. There are irregular, small, pocket-like patches of white fibers, separated by small areas of wood which retains almost its normal color. These white areas first appear lens-shaped, but they gradually become longer until they run together, and in course of time, as the disease progresses, there is a series of irregular white lines extending lengthwise with the wood. The small cavities often become filled with reddish-brown threads of fungus. In its last stages the diseased wood is composed of loose masses of white fibers mixed with brown threads, and enclosed by thin, unaffected layers of wood.

This rot may be easily distinguished from all other diseases of deciduous trees on account of the speckled appearance of the affected wood. It attacks trees of all ages, provided they have heartwood. The spores are supposed to find entrance through wounds, such as are caused by the breaking of dead limbs. In oaks the disease generally appears near the tops, and in chestnut near the ground where it seems to originate in the dead wood of old stumps from which the chestnuts have sprouted.

A disease of oak commonly called soft-rot is due to a fungus known as polyporus obtusus. The fruiting body is hoof-shaped and nearly pure white when young, but turns darker with age. It never remains long on a tree trunk because insects soon destroy it as they do sulphur fungus. The usual mode of entrance into the trunk is through the hole made by some boring insect. The fruiting body generally grows at the opening of the hole. The threads of fungus follow the opening until they reach the heartwood and they then penetrate the solid wood both up the trunk and down, and in course of time what was solid wood is reduced to a soft mass. Deterioration is rapid. Trunks sometimes break and fall in a single year. The diseased wood in its last stages turns almost white, but it does not have the shrinkage cracks so common with some of the other rots which attack heartwood.

Injury from this disease is somewhat lessened by the fact that its worst attacks are made upon trees which are not very valuable, such as vellow and scrub oaks.

### Imports From Haiti

During the year 1912 Haiti exported to the United States 335, 353 pounds of lignum-vitae and 848,100 pounds of logwood. The former is made into bowling balls and bearings for wheels, but the logwood has its principal use as coloring material. The intensely black pigments in the pores of the wood are extracted, purified, and prepared for use as dyes. The substance is then known in trade as "'extract of logwood." The name logwood was given it originally because the shipments reaching England were in log form, and had no particular name.



# New Farmers' Alliance Needed



ARTICLE FOUR

The farmer's generally supposed to be a man pre-special to term alliances and he has found many of these alliances highly advantageous. There are openings for alliances in other directions that will prove to be no less profitable. One such association is three-cornered, and includes the farmer, the lumberman, and the paint store, with the wood-preserving plant considered as an adjunct of the paint store.

Few expenditures that the farmer can make in paint for his wooden buildings pay better than a judicious investment. The profit is two-fold. It pays in money saved, and it pays also in the improved appearance of the buildings. The wood lasts longer and it looks better, both of which are valuable considerations.

There was a time in the rural districts of the country when a painted residence was a rare sight, and no one expected to see a painted barn, cornerib, or smokehouse. Paint was costly and wood was cheap. It was less expensive and more convenient to put up a new building when the old had rotted down than to lengthen the service of the old buildings by painting them once in ten or twenty years.

A change has gradually taken place. Those who had houses of sawed lumber began to use paint when they felt they could afford it; and among the fairly well-to-do, the unpainted residences are now found principally on the frontiers or in remote settlements.

The trouble is, many a farmer imagines that he cannot afford to paint his house, though he is amply able to do so if he would properly consider the matter. Houses of that kind can be seen in nearly all parts of the country, even along the lines of railroads in old-settled communities, and they are more numerous in interior settlements somewhat removed from through routes of travel. It seems to be a characteristic of many farmers that the further they are removed from the sight of the traveling public the less inclined they are to fix up their premises. The prevailing idea with many seems to be that nice houses are chiefly to please the eye of outsiders. That view is proper as far as it goes, but it is very narrow.

Log houses and log barns are now scarce in this country. Most that remain were built a long time ago and are serving their time and will disappear a few years hence. In the old settled parts of the country the log house is practically extinct. A few are still built on the frontiers. Log buildings were never painted. It would be of doubtful economy to paint them if they were still being built. But all buildings constructed of sawed lumber should be kept painted, except the very cheapest and the roughest.

It is argued by some that the lumberman's interests are inimical to the interests of paint stores, because the lumberman wants to sell as much of his product as possible, while paint preserves wood, and the more use of paint, the less call for lumber for rebuilding and repair. No progressive lumberman takes any such narrow view as that. He has no desire to see buildings rot down in order that he may sell lumber to build more. Experience has taught him that it is not the farmer who lets his buildings go to pieces for the want of paint who is the profitable customer of the lumber yard. Such a farmer is apt to be a makeshift man, living from hand to mouth.

The farmer who paints his buildings and takes care of them is the man most frequently in the market for more lumber. He is able to buy because he has taken care of his property and has derived a profit from it. Paint is to a large extent the visible index to the farmer's prosperity, progressiveness, and intelligence. Rightly or wrongly, the farmer is judged by the appearance of his buildings. If a lumber seller goes out to look for customers among farmers, he will not fool much time away about the premises where the unpainted ramshackle buildings tell a story of stupidity and stinginess, but he will go to the place where the buildings look prosperous.

Paint adds immensely to appearances, but its real value lies in its preservative properties when applied to wood. Aside from all questions of vanity or commendable pride, buildings ought to be painted. It pays well to do it. The man who buys lumber for outside work owes it to himself to use paint. Otherwise he is not getting the most out of his purchase. Billions of feet of as good lumber as ever grew have rotted in this country. That lumber would still be giving good service had it been protected by paint. Every friend and advocate of wood is interested in seeing it placed where it will give the best possible service, and treated in a way to insure it. Lumbermen would not sell a foot less material than they do if every board that goes from the mill were made to last twice as long as it does. There are so many ways to use wood that those who have found it profitable in one place will continue to buy it for service in some other capacity.

When wood is exposed to the elements, as in the case of weather-boarding, it will last three or four times as long if protected by paint, and sometimes the increase is ten fold. In the eastern states there are houses of which painted weatherboarding has been in place much more than a century. A case to the point is the Washington mansion at Mt. Vernon. That has lasted more than 150 years with no visible sign of decay. Such long use affords a striking contrast with the rapid deterioration of house siding and other lumber exposed without paint to the influences of ordinary weather conditions.

The modern farm that deserves the name of up-to-date exposes very little lumber in an unpainted condition, in the buildings from the largest to the smallest. The residence, the barns, sheds, granaries, and even the poultry houses, are painted. Decay is powerless to work much harm to the buildings belonging to such a plantation. Yet that is precisely the place where lumbermen find their best market. What is bought in the way of lumber goes into additional buildings and not to replace or repair the old.

Another class of material goes to the well-regulated farm. It is posts rather than sawed lumber. Posts and other parts of fences are occasionally painted, but it is not customary on the ordinary farm. In many instances it would be profitable to do so; but the fencing material that goes to the farm is generally rather rough stuff, and sufficient paint to cover it would be quite expensive.

Preservative treatment applied to the posts is preferable to paint. It suits conditions better. The life of the post is doubled, unless it happens to be a wood that lasts a long time in its natural condition. Decay of fence posts costs the farmers of this country large sums yearly. Renewals are expensive in both money and labor. The post problem is becoming a serious one. In most wooded regions there is plenty of post material of kinds that decay quickly when set in fences, and little of the lasting kind.

Preservative treatment, for posts of that kind, acts like paint on weatherboarding. Woods of poor lasting properties, such as beech, sycamore, elm, and pine, can be made durable without excessive cost. By that means many a farmer can procure posts on his own land, or in the neighborhood, and will not be under the necessity of paying freight charges on material from a distance.

The tendency of the times is to make farm timbers last longer. Formerly little thought was given to that side of the matter. There was plenty to be had and loss from decay was lightly considered. Many farms were little else than rotting heaps for enormous quantities of forest material; but a change is taking place and it deserves to be encouraged.

### Cost of Not Using It

The preservative treatment of timber is a potent factor in conservation, since it reduces the consumption and makes inferior species available. At present about twenty per cent of the crossties, but less than one-third of one per cent of the lumber used, is treated. The boy's definition of salt was: "Something that makes something taste bad when you don't put it on." The same definition, with a slight change, would apply to wood-preservation: something that costs most when you don't use it.



# Oak Flooring and the Retailer



A great deal has been written about the care and handling of oak flooring after it leaves the retail yards, but very little has been said to educate the retail dealer in the proper storing and handling. In a great many yards oak flooring is handled very much like dressed rough lumber, stored in sheds that are open at both ends, thereby exposing the flooring to such an extent that it absorbs moisture from both ends, thus swelling the face anywhere from a thirty-second of an inch to one-sixteenth. When the floor layers receive flooring in this condition, it readily can be seen what an imperfect floor it will make. The floor layer and the dealer are always prone to blame the poor condition of the floor on the manufacturer. They seem to overlook the fact that all hardwood flooring will absorb moisture, and oak flooring is no exception.

In Kansas City a short time ago, 2500 feet of oak flooring was laid in a beautiful home and after the job was completed there appeared quite a number of unsightly cracks, mostly toward the ends. The dealer and the contractor blamed this condition upon the manufacturer of the flooring. He and a chief inspector travelled 500 miles to investigate this case. After spending a little time at the dealer's yard, they found the oak flooring stored within a few feet of a large opening in the warehouse and upon measuring many of the pieces, it proved that they were swelled about one-sixteenth of an inch from the original manufacture. The period was during the winter season and practically the only protection that this flooring had was an ordinary roof and the rear boarded. The contractor, instead of keeping this flooring in a dry place in the house where it was to be used, for at least ten days, immediately laid it with the aforesaid results. After explanation to the architect, who was a broad-minded man, he agreed with the manufacturer that the direct trouble was in the abuse of the flooring by the improper housing given it by the retailer.

The above case is cited to point out the fact that the retail dealers should have better accommodations for the storing of oak flooring. The most modern retail yards have a certain portion of their warehouses divided off, double boarded and steam heated. Steam heat is very essential in the middle and northern climates during the winter season to keep the flooring in normal condition. The expense of this additional care is very trivial compared with the benefits derived. Floor layers and contractors will invariably trade with a yard that keeps the flooring in a good condition during the winter season. The modern retailer should be in a position to give advice to contractors and floor layers when it is necessary.

In Ithaca, N. Y., some time ago an eight-inch brick wall was bulged out to the extent of two inches. After investigation, it proved that it was done by the oak flooring, which was abused by too much water being used in scrubbing the floor. Usually in a case of this kind, the floor will bulge upward about in the middle, but in this particular case it was found that nails were used very generously on an oak sub-floor.

Not long ago the writer was called upon to look at a beautiful oak floor that was very badly abused by the contractor who laid the sub-floor with apparently green stock, which shrank to such a degree that it opened up unsightly cracks in the top flooring. This was revealed by measuring the sub-floor from the under side in the cellar. The sub-floor should be reasonably dry and laid diagonally. Boards of about six inches wide are preferred and should not be put down too closely—at least an eighth of an inch should be between each board. All thicknesses of oak flooring should have a sub-floor. Many jobs are badly damaged by improper sub-floors, especially where three-eighth-inch oak flooring is used.

Atmospheric conditions peculiarly affect oak flooring throughout the season, and with this in mind, it surely would pay the retail dealer to give it more care, so that when the contractor calls for it for laying it will be in the proper condition for use.

The modern dealer in catering to the consuming oak flooring trade, would find it more profitable and advantageous to purchase in straight carlots. The cost is much less, besides assuring the arrival

of the flooring in better condition. It is just as important these days to carry a good stock of the various grades, faces and thicknesses in oak flooring as it is in yellow pine or sash and doors. The dealer who keeps a good supply of hardwood flooring of the various kinds on hand will find it to his interest to get more trade and is in a much better position to serve his customers than the old-fashioned dealer who buys two or three thousand feet at a time.

There are many dealers neglecting hardwood flooring by not carrying a sufficient quantity for their prospective customers and not pushing it by way of newspaper advertising in their respective towns, or by talking it to architects and contractors.

W. L. CLAFFEY.

Reducing the "Working" of Wood by Kiln-Drying

A great source of annoyance to all woodworkers and users is the tendency of the material to shrink and swell with changes in atmospheric conditions. This is due to the fact that wood substance is hygroscopic—that is, it attracts or absorbs moisture from the air. Increase in the moisture content of fairly dry wood causes it to swell, and drying out causes it to shrink. This property of wood can be reduced, but not entirely eliminated, by subjecting wood to boiling, steaming, prolonged soaking, or exposure to high temperature.

To determine just what effect kiln-drying has on the subsequent moisture condition of wood as compared with simple air-seasoning, a number of tests were conducted by the Forest Service in co-operation with the Yale Forest School. The test specimens were of two sizes, 2x2x6 inches and 2x11/2x30 inches. Three sets of seven pieces each were taken for each of three species, and for each of the different temperatures used. One set was simply air-dried and used as a check (C) with which to compare the other two sets of that series. Another set (A) was first air-dried for about a year, then kiln-dried, and finally placed aside with the check specimens to air for a year or more. The third set (B) of the series was soaked from the green condition for the same length of time that the other sets were air-dried, was then kiln-dried with the second set and placed in the air with the others. The airing took place in the open under a shed on the north side of a building where they were protected from sun and rain. The comparative tests were all made at the same time which adds to the reliability of the results.

A comparison of the water content of the pieces that were kilndried first with that of the pieces that were only air-dried showed that in no case did the kiln-dried material absorb as much moisture as the other.

For example, air-dried and water-soaked red oak blocks were kin-dried at maximum temperatures of 145°, 170°, 212°, and 274°. They were then exposed to the air for a year or more and their average moisture content at the end of that time determined. The results were as follows: At 145°, previously air-dried (A), 7.6 per cent; previously soaked (B), 9.6 per cent; check specimen, air-dried only (C), 12.4 per cent. Similarly for the other temperatures the figures were: At 170°, (A) 10.6, (B) 10.6, (C) 12.4; at 212°, (A) 9.4, (B) 9.5, (C) 12.0; at 274°, (A) 8.9, (B) 9.9, (C) 12.6. From these figures, each of which is an average of seven tests, the reduction in hygroscopicity due to kiln-drying appears to be a permanent change by some fundamental change in the wood substance.

The degree of dryness attained, when strength is of prime importance, should not exceed that at which the wood is likely to remain in use, but where reduction of the hygroscopic properties of wood are of first consideration it should be carried to as great a degree as possible and subsequently brought back to the condition under which the wood is to be used by exposure to the air for some time before the lumber is manufactured.

The wise lumber buyer looks not at price alone or too much, but also at how the stock offered will fit his needs.

# \*\* European Dock Measurements Unfair \*\*



There are many questions which the experienced exporter takes into consideration in figuring up at the end of his year whether he has derived a reasonable profit from his efforts and investment in foreign trade. The long distance between seller and buyer in the case of export shipments makes it necessary that in order to insure satisfaction on both sides and fair treatment of all parties concerned, uniform and practical methods should govern in all phases of such foreign shipments.

One of the features which the lumber exporters have been most opposed to is the practice prevailing on the part of the foreign dock companies in connection with the measurement of import shipments of lumber. A great hardship is worked upon exporters because of the practice on the part of the dock people abroad to make their measurements on a purely theoretical and technical basis, without regard for a practical method as accepted by the lumber trade throughout all the lumber-handling sections of the globe. This has to do with the measurement of thickness, the dock people ruling that a board that is a sixteenth inch scant on the thinnest edge must take the next thickness below what it was marked.

A recent issue of the Timber Trade Journal of London contains a fair exposition of this matter in the form of an interview given to that paper by a prominent American lumber shipper. His statement is as follows:

"More than a year ago a committee of the National Lumber Exporters' Association, with headquarters at Baltimore, U. S. A., composed of representative hardwood shippers, visited London, and had conferences with the hardwood section of the Timber Trade Federation regarding the technical manner in which the dock companies measured all parcels of American hardwoods landed in the London docks. Shippers have nearly always had shortages on shipments measured by the dock companies on account of the technical manner in which the thickness is taken, whereas shipments going overside into lighters for buyer's wharf and measured by the buyers seldom showed a shortage. The principal reason of these shortages is that the thickness, as taken by the dock companies, is not taken in a practical way. For instance, take one inch and thicker quartered oak, which wood always shrinks more on the heart edge than on the sap edge, and for which no accurate allowance when sawing can be ::llowed, as timber from one tree shrinks more than from another, being of different texture. The dock companies, when finding a piece one-sixteenth inch scant on the thinnest edge (always the heart edge), put such a piece down to the next thickness. Supposing the goods happened to be 11/4 inches by 10 inches and up quartered white oak, with a value, say, of 5s. 9d. per foot cube, every piece onesixteenth under 11/4 inch at any place would bring the piece down to 1x10 and up, at a value of, say, 5s. 6d., thus not only reducing the contents, but also reducing the value.

"At the various committee meetings with the hardwood section of the Timber Trade Federation, those present being mostly the London timber brokers, no support was given the American shippers, the reason being stated that the brokers of the hardwood section of the Timber Trade Federation could take no action without the merchants being present to discuss the matter and vote on same, and at the last meeting it was stated that it was not possible to get the merchants sufficiently interested to discuss the matter, and therefore it was regretted that present methods could not be changed.

"It must be obvious to merchants engaged in importing American hardwoods to London that the dock companies' measurement is too technical, for when these same merchants measure the goods at their wharves there is very seldom a shortage, but if measured by the dock companies there is invariably a shortage. This does not seem fair to the shipper. At the several meetings it was explained by the American committee that it is impossible to manufacture lumber so uniform as to have each piece dry the exact thickness it was originally cut for, the reason being the different texture of the various logs, one shrinking more than another in the drying; therefore, as all the markets in the United Kingdom, as well as on the Continent,

n casure American lander from a practical point of view, including the London timber merchants when measuring at their yards, and as the dock companies' measure is the only technical measurement, and as the Timber Trade Federation would not come to the relief of the American shippers, the matter was referred to the members of the National Lumber Exporters' Association for action, seventy per cent of whom agreed to sell in London only on the basis of measurement, these being according to conditions asked for at the conference between the Timber Trade Federation and the National Lumber Exporters' Association committee, as follows:

'In taking the thickness of all American lumber, same to be taken one foot from the thinnest place

In case not more than ten per cent on plant oak and twent, per cent in quartered oak one mel, and thicker should be one-sixteenth seant in the kness and three quarter inch and thann rone thatty second seant in thickness, no notice is to be taken and the parcel as a whole is to be considered full thickness.

Wi shipments are found by the dock company to have the super ficial contents marked on each piece in figures, such figures must stand, or alternatively, any pieces with the measurements of which the dock company disagrees must be laid aside for inspection.

Where the variation in measure does not amount to one and one-half per cent, no claim for shortage is to be made, provided the wood is measured full board contents.

"It was suggested by some of the members of the Timber Trade Federation at the conferences that if these points were agreed to, American shippers would cut their timber specially for the London market, sawing it thinner for the London market alone, so as to reap this benefit. Anyone who has been in the States and is familiar with the workings of an American band mill, and who is at all practical, must know that this could not be done.

"Regarding the 11/2 per cent difference in measure provided for, this is only a reasonable difference that any two measurers might make in measuring the same parcel, and is reasonable inasmuch as no measurer can say he is absolutely infallible, and that his measure is absolutely correct. In a car of 1 inch boards of 12,000 feet super ficial the difference is only 180 feet superficial. It does not mean that every car of American hardwoods will be 11/2 per cent short of London measure, but it does mean that if a greater difference than this does not exist, there is no basis for claim.

"Another point is that no credit is ever given the shipper by the buyer when the parcel shows an overplus, and this does happen, perhaps, fairly often, except when measured by the dock companies.

"In view of the above decision, it would be well for importers whose contracts contain these conditions, and who intend having the goods measured by the dock companies, to notify the dock companies so that measurement can be taken in accordance with contract. It is a pity that the hardwood section of the Timber Trade Federation of London and the National Lumber Exporters' Association do not act more in harmony, as much good would result in exchange of practical ideas from time to time.

"Hardwood forests in the States are rapidly becoming depleted, and conditions in producing and marketing must naturally change from time to time, and unless importers are prepared to lend a helping hand to shippers as conditions change, it naturally forces shippers to protect their interests as best they can without the help of the importers, which is to be very much regretted."

### Good Work Spreading

Forest fire associations among timberland owners, by publicity and systematic organization, are materially reducing forest fire losses. The work begins in the neighborhood and extends to the nation. The government's provision whereby it supplies money for fire-fighting in states which provide money for the same purpose, is helping the work more than almost any other one thing. It is not so much the actual amount of money spent by the government as it is the spread of the right ideas among the people. A majority of the forested states have organizations which are doing effective work in forest protection and education.



# The Fifth Conservation Congress



The fifth annual meeting of the National Conservation Congress, which met in Washington, D. C., Nov. 18, considered numerous topics, but the subject of chief interest to lumbermen and workers in wood was covered by the reports of ten sub-committees appointed by the general forestry committee. The reports were made to the congress and called forth discussion during several hours.

The publicity committee, of which E. T. Allen of Portland, Orc., was chairman, suggested that the various forestry associations and workers should take measures to acquaint the public with what is being done, because the success of all great movements depends on popular approval. The public is interested, and it may be counted on to back up a cause that is on the right track.

The committee on state forest policies in its report outlined the general features of laws which should be in force. The state forest service should be free from politics, and the spoils system should have no room in it. Workers who prove themselves efficient ought to hold their places without annoyance from job hunters. Civil service regulations should be in force. The forestry work ought not be under the control of boards or commissions composed of men who are not acquainted with the work, otherwise the real workers are liable to be hampered instead of helped, by meddlesome interference. William T. Cox of Minnesota was chairman of this committee.

The report on lumbering was presented by R. C. Bryant, chairman of the committee. The purposes of the report were to furnish a basis on which to calculate cost and stumpage values; explain how scientific management can be employed in lumber operations; recommend standard values for log and lumber measurements; and set forth the advantages of forest engineering.

The committee was unable to submit a report satisfactory to itself because the time had been too short and the means inadequate to collect data on which to base the report. Less than five per cent of the lumbermen replied to the request sent them for information, and the committee had no appropriation to pay for field work. For these reasons the report was chiefly suggestive, and indicated lines along which it may be profitable to conduct future work. It was pointed out that though lumbering is one of the oldest American industries, it is still undergoing rapid change in methods.

The committee on forest utilization answered critics who are accustomed to blame lumbermen for waste in woods. It was declared that a market for forest products equal to that in Germany would result in as close timber utilization in the United States as exists in Germany. Five principal conditions make for closer utilization, and these are: Ready markets, cheap transportation, good timber, efficient management, and proper equipment. Of these the lumberman can control only the last two. Nothing can be saved unless there is a market for it, and the difference between no waste and large waste is the difference between being near and far from market. Transportation charges enter into a decision as to whether the mill should be near the timber or near the market, and often determine whether material will be utilized or thrown away.

The ever-recurrent problem came up again in the convention: What shall be done with the cutover land? A report by the committee on forest planting, of which Earle H. Clapp is chairman, brought the matter before the convention. According to that report at least \$65,000,000 are lost annually because denuded forest lands remain unproductive. The problem of reforestation should be met squarely by entering upon a comprehensive plan covering at least a fifty-year period. Such a plan should include federal and state activity, federal aid for states, and state aid for counties, cities, and towns, and the encouragement of private planting. At the same time forest planting is not usually attractive as an investment to the small private owner. Therefore, the long-time nature of the investment makes planting most fexsible for federal, state, or more local governments, or for long-lived corporations. There are, however, many examples of successful plantings though the area planted each year is very small in contrast to the millions of acres which require reforestation. It is particularly pointed out in the report that one of the first require-

ments is to make such planting investments safe from loss, especially from fire. Organized fire prevention and control have minimized losses from this source. Adequate fire protection is bound to come if extensive planting is undertaken, because the investment will require such protection.

There was a report on the fire situation by a committee of which C. S. Chapman of Oregon was chairman. While forest fires in the United States have taken a yearly toll of seventy lives and \$25,000,000 in property, the greatest advance in forest work in this country has been along the lines of fire prevention. "There are now ten patrolmen," continues the report, "where there was only one five years ago. During the past five years there has been an increase of over 3,000 per cent in the area of private land patrolled against fire."

The committee specially condemns the so-called "light-burning" theory advocated by certain timber owners in California saying that it is not only unpractical from a financial standpoint, but causes destruction of young timber and makes for carelessness with fire on the part of the public.

The subject of forest taxation is an ever fruitful field for discussion in conservation congresses and meetings of like kind. It was brought up by the report of the committee which had that subject in hand. The systems of forest taxation in this country are not uniform, but they are generally wrong, according to the findings of the committee. Present methods tend toward forest destruction rather than perpetuation; but the ideal system would stimulate the owner and the community to bring about the greatest production, best protection, and fullest utilization. Such a policy tends toward the principle of a tax on yield.

The report of the committee on forestry took a stand in favor of more practical training of foresters, or rather more foresters with practical training, and fewer with only theoretical training. "Too many schools are turning out professional foresters and not enough are teaching forestry to the layman," was the way the committee stated the case, and added: "It is much as if with too many medical schools there were not enough schools teaching hygiene and sanitation. The great need at the present time is better facilities for secondary forestry education, an education which will ultimately reach every man who has to do with the growing of timber or its harvest. Contrasted with the overcrowded field of technical education of the highest order, the field of secondary education is almost unlimited, and in comparison with large interests involved, almost untouched."

U. S. Forester Graves, in his address, laid special emphasis on the fact that forestry in its larger aspect is a problem for the government rather than for the individual. It should be taken up by federal, state, and municipal governments.

Underlying the forestry problem are two fundamental considerations which should be emphasized and reiterated until thoroughly driven home. One is its public character. The public has a peculiar interest in the benefits of forestry. Both in the matter of a continued supply of forest products and in that of the conservation of water resources the public welfare is at stake. In each case purposes vital to the prosperity of the country can be accomplished only with the direct participation of the public. Private owners will secure results only on a limited scale in the long run on their own initiative. It takes too long, from fifty to two hundred years, to grow a crop of timber trees. Most private owners in face of fire risk, bad tax laws, and uncertain future markets will not make the necessary investments.

Mr. Graves quoted Secretary of Agriculture Houston's instructions which set forth his forest policy, as follows:

"Establish permanent boundaries. Classify your lands; segregate the agricultural land and fix right limits for what is needed as protective and productive forests. Develop permanent policies based on full recognition of lasting public interests, and settled forestry practice fitted to the individual needs of each forest and locality. Study

efficiency; make any changes necessary for this purpose, but make po changes that are not clearly called for in the public interest, Carry out your plans for the development and increasing use of the forests; but above all, make each forest work for community up b, dding and local as well as general weltare. We must always have in mind the men and women who are building up a new country and laying the foundations for prosperous, thriving commonwealths. We must try to study their needs and see where and how the forests can help them. But we must not cease to guard effectively against the evils of private privilege and monopolistic control of resources now the property of the public."

The chief contest of the congress was precipitated by a report from the water powers committee. There were, first and last, three reports presented. One by the majority, another by the minority, and a third as a compromise. The third was finally adopted. The debate on these resolutions developed into a contest between the state's rights forces on the one side, and their opponents on the other. The former demanded what amounted to a surrender on the part of the government of all its forest, mineral and grazing lands to the states in which they lie; and this would give the water power sites and irrigation projects to the states individually.

The other side of the controversy included those who insisted that the government should hold what it has and administer it for the benefit of the whole people, thereby guaranteeing that this valuable property would not fall into the hands of speculators who are seeking private gain at the expense of the public.

The debate was sharp and vigorous, and when the vote was taken the result showed a substantial victory for the opponents of the

state's rights forces. The vote stood 434 for federal control, 154

The election of officers resulted as follows:

Vict President Mes, Emmons Crocker

EXECUTIVE SECRETARY Thomas R Shipp reducted

RECORDING SCORE ARY N. C. McLood ca new office).

TREASURE DE Henry S. Drinker

The congress adopted a series of resolutions on forestry in substance as follows:

The Congress deplotes the lack of uniform State activity in torest work and mages the crystallization of an effort in the lagging States to secure the creation of forest departments.

Recommendations for liberal appropriation in all States for forest fire prevention and close cooperation by State officers with the Federal and private protective agencies.

An annual appropriation by Congress for the continuation of the Weeks law for Federal cooperation with the States

Simplifying and shortening the process of purchase under the Weeks

That Federal troops be made systematically available for controlling forest fires

Commending the work of the Federal Forest Service and urging Congress to make liberal provision for such work and to combat any attempt to break down its efficiency

Recommendations to the State legislatures to secure moderate taxation for forest lands and taxation upon forest crops only when the crop is

Suggestion to forest owners to study and emulate the many cooperative patrol associations and endorsing every means of bringing lumbermen and the public more closely together.

Commending the work of Philippine Forestry Bureau and endorsing the proposed Forest Products Exposition.

The invitation extended by San Francisco to hold the congress in that city in 1915 during the Panama Exposition was accepted.

#### I. W. W. Pronounced a Failure

A close study of the methods and organization of the Industrial Workers of the World by Professor R. F. Hoxie of the University of Chicago has convinced him that that organization, instead of being the grim, brooding power generally pictured in the popular imagination, is a body utterly incapable of strong, efficient, united action or the attainment of results of a permanent character. According to Professor Hoxie, the I. W. W. is weak not only in membership and organic unity but possesses no financial resources in the slightest degree adequate to advance and maintain its proposed organization of the working classes or to consistently carry on any united assault upon capital. Professor Hoxie says that the first significant fact revealed by the eighth annual convention of the organization, held in Chicago in September, and by its whole history, which claims as its mission the organization of the whole working class for the overthrow of capital, has failed utterly in its efforts to attach itself permanently to any considerable body of men representing any section of American workers.

Professor Hoxie, in his article on the subject in the Journal of Political Economy, says that the I. W. W. must depend for the bulk of its membership on the least capable, least developed, lowest trained and poorest paid of American workmen. To this may be added an element made up of irresponsible atomists who are so constituted that they accept as a direct challenge any evidence of authority. It is, of course, an admitted fact that no American workman of any intellectual capacity and constructive mind will knowingly affiliate himself permanently with an organization of revolutionary character such as is the I. W. W., as long as there is a chance of bettering himself through the gradual and legitimate development of improved systems of working rules and conditions.

Professor Hoxie's statement that in spite of eight years of organizing effort and unparalleled advertisement, the official roll of the convention indicated that its present paid-up membership does not exceed 14,000 men, surely offers a decided measure of satisfaction to those employers who have been most active in opposing the teachings of this altogether un-American organization. His conclusion that viewing the situation in a reasonable light shows that the Industrial Workers of the World as a positive social factor is more an object of pathetic interest than of fear, is unquestionably based on an intimate knowledge of the possible developments through this

organization and surely should convince employers throughout the country that they need not be unduly apprehensive in a general way as to any far-reaching or lasting results that might come through its activities.

#### Experience Appreciated

It has been said of the veneer industry that there were too many irresponsible manufacturers turning out veneer for the good of the more legitimate manufacturers. On paper the veneer business figures out to offer an astonishingly real opportunity of returning dollars for cents invested. It has been the custom among those not conversant with conditions in the business to figure that if a lumberman can make so much profit out of a log, a veneer man should certainly make a profit equal to the lumberman's profit multiplied by the number of times a sheet of veneer would be contained in a oneinch board. This has been the theory, as stated, of some of the irresponsible element, but it is gratifying to note the decreasing number of such concerns engaged in the veneer business and the corresponding increase of the efficiency of the better established concerns.

That this condition has been realized by veneer consumers is given occasional proof, and in this connection the following letter received by a prominent manufacturer of established reputation from a large consumer of veneers is offered as evidence of this sentiment on the part of the consuming trade:

Referring to your quotation of the 29th ult. (the same being for 7/32 gum vencer) we wish to have you advise us as to whether you manufacture this stock in your works at ----, or whether you are merely selling agents for another concern. We ask this for the reason that we would have confidence in such stock as you would manufacture. experience has been with some of the other mills, that they do not know their business and we would not care to take in any stock from a mill that is passing through the experimental stage and would probably give us inferior stock.

An Easy Answer

An exchange devotes nearly a column of its valuable space in commenting on the disappearance of the bootjacks which at one time are said to have numbered ten million in the United States and which are now so scarce that many people do not know what a bootjack is. It is claimed that their disappearance is wrapped in mystery, since nobody can find out where they went. There is no mystery about it. The answer is easy: they were thrown at cats.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this case of the inquirers listed in this case of the inquirers listed in this case. with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARD-WOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

#### B 601-Seeks White Ash Logs and Walnut

London E. C., Nov. 5 Editor Hardwood Record: We shall be glad if you could kindly assist us in finding some really first class northern white as a logs as we have a considerable demand for these, but have

At the present moment we are prepared to place an order by way of a sample for 200 logs 14 inches and up. These must be first class in every respect, white logs suitable for veneer purposes, and must be absolutely without brown streak. This specification is one which we find difficult to fill, but we can assure you there is a very considerable trade to be done

We also have a good demand for black walnut flitches, bluish black color, 1.8 inches thick 10 inches and up wide by 8 feet and up long These are also required for veneer purposes and must be absolutely sound in every respect.

Of course we are aware that these are difficult to obtain but our buyers in turn would not object to pay a reasonable price. At the same time, if you could favor us with a list of first-class veneer manufacturers of all kinds of wood, we should be very pleased as we have an opportunity, providing the prices are right, of disposing of some very large lines of vencer

The above English importing house has been advised that "north ern" white ash logs are pretty nearly an unknown quantity, and especially the character of logs it desires, and that the character of black walnut flitches asked for are still more difficult to obtain. However, it has been referred to manufacturers of white ash and black walnut who possibly can supply these requirements. Anyone interested may have the address on application.—Editor.

#### B 602-Rules for Scaling Logs

Lanes Bottom, W. Va .- Editor HARDWOOD RECORD: Will you kindly send me a book of rules on scaling logs? I have tried different places to get them, but have failed so far.

The above correspondent has been advised that as far as we know there is no book of rules published on the scaling of logs. However, some years ago the writer prepared in connection with some lumber estimating tables a set of tables showing the scale of logs of different diameters on sundry log scale measurements, and the inquirer has been referred to the publishers of this booklet.- Editor.

#### B 603-Seeks Pacific Coast Manufacturers of Japanese Oak Logs

DERMOFT, ARK., Nov. S. Editor Hardwood Record: Can you furnish us the names and addresses of firms on the Pacific coast who are importing Japanese oak logs and sawing them there?

HARDWOOD RECORD has advised this firm of the names of certain companies in this line and would appreciate any further information that any of its readers can give .- EDITOR.

#### B 604-Wants Basswood Drawer Bottoms

St. Paul, Minn., Nov. 20 .- Editor Hardwood Record: We are in the market for 2,000 pieces of  $\frac{1}{4}$  x20x21 $\frac{1}{2}$ " basswood drawer bottom stock which we want for use now.

HARDWOOD RECORD has referred this concern to a panel manufacturer who may be in a position to get out this stock. Others interested can write this office.-EDITOR.

#### B 605-Wants Market for Short Pieces Quartered Oak

COLUMBUS, O., Nov. 15 .- Editor Hardwood Record: We produce a num ber of short pieces in quartered oak, running in narrow widths upwards. These develop in cutting chair stock as well as ends of boards which are too short for specific cutting. It seems to us that there should be a market for this short and narrow stock. Can you help us find it?

- LUMBER COMPANY This concern has been advised that there is a possible market for

this stock in the form of chair backs and table tops if it will ascertain the requirements of manufacturers of those lines and cut its stock accordingly.-EDITOR.

B 606-Wants to Buy Plain Red Oak

FORT WILLIAM, ONT., Nov. 14. Editor HARDWOOD RECORD: Can you put us in touch with oak shippers who will be willing to take contracts to supply LyS and TyTo plain red oak with one clear face? Stock would

The above company has been supplied with a short list of manu facturers who possibly can get out this stock .- EDITOR.

#### B 607-Wants Oak Squares

PHILADELPHIA, PA NOV 14 Editor Hardwood Riccord We are in the market for delivery in Philadelphia, for clear oak squares, bright sap, no defect, in the following sizes:  $2\frac{1}{2}$ "x2\frac{1}{2}"-30", 3"x3"-25", 3"x3"-29", 3"x3"-30", 3"x3"-6' and up No. 1 common and better, 4"x4"-6 feet No. 1 common and better,-the last two items to be graded on National Hardwood Lumber Association tules. We can take them either to be cut to order and held on sticks till dry or, if dry, for immediate shipment.

#### B 608-Wants Pecan and Dogwood

CHICOPEE, MASS., Nov. 9 .- Editor HARDWOOD RECORD: Kindly advise the manufacturers of pecan and dogwood.

LI MBER COMPANY

LUMBER COMPANY.

The above concern has been given a list of manufacturers of pecan and dogwood. Others interested can have the necessary information on writing this office. EDITOR.

#### B 609-Liverpool Concern Wants Oak

LIVERPOOL, ENGLAND, Nov. 4. Editor Hardwood Record: Friends of ours are open for both white and red oak in No. 1 common and No. 2 oak squares 21%"x3%"x21/4", should be full size and perfect on arrival

Those interested in this inquiry should address this office.—Editor.

#### B 610-Wants to Market Red Cedar

KNONVILLE, TENN., Nov. 10.—Editor Hardwood Record: One of our sawmill men has a tract of timber, three or four hundred acres, on which there is quite a lot of red cedar for which he wants a market. We would thank you if you would give us the names of some concerns who handle Tennessee red cedar in the log or post and also cut into inch boards, as we will be able to furnish within the next few months several cars of - LUMBER COMPANY

This company has been supplied with the necessary information. Others interested may have the address upon application to this office.-Editor.

#### B 611-Wants Information on Hardwood Paving Blocks

THOMSON, N. Y., Nov. 10 .- Editor HARDWOOD RECORD: Looking over one of the recent issues of your paper the writer noticed articles concerning the ultilization of hardwood in the manufacture of creosoted paving If you have any further data or details regarding the manufacture of these articles, we will be pleased to have same if at your dis-

This concern has been advised that the use of hardwood for paving purposes is still decidedly in the experimental stage. The wood paving block industry was built on the basis of pine and fir blocks, and it has been rather difficult to get a favorable hearing for hardwood blocks. The main experiments along this line so far as actually introducing the blocks is concerned have been made by the Chicago Creosoting Company of Chicago. The United States Forest Service has conducted actual experiments as to the possibility of using hardwoods and has found that they are readily adapted to use for paving

The Chicago Creosoting Company has found that maple makes the best of these blocks and it is understood that birch has been successfully used. Stock for paving block purposes should be gotten out in the form of 4" planks 5"-10" wide and 8 feet up in length.-Editor.

#### B 612-Wants Oak Flooring Strips

WASHINGTON, D. C., Nov. 10 .- Editor HARDWOOD RECORD: We would appreciate if you would advise us the names of two or three concerns who manufacture 3/8" oak flooring strips dressed on two or four sides but not tongued or grooved.

Anyone interested in this inquiry may have the name upon application .- Editor.

#### B 613-Manufacturers of Oak Logs on Pacific Coast

A short time ago HARDWOOD RECORD received an inquiry requesting the names of firms on the Pacific Coast importing Japanese oak logs, sawing them there. HARDWOOD RECORD asked the Forest Service office at San Francisco, Cal., for this information and has received the fellowing reply:

San Francisco, Cal., Nov. 18.—Editor Hardwood Record: Five firms on the Pacific Coast are engaged in the Japanese oak trade. These are:

Emerson Manufacturing Company, Portland, Ore. Western Hardwood Lumber Company, Los Angeles, Cal. White Brothers, Fifth and Brannan streets, San Francisco, Cal.

Edward F. No. 218 & Co., Inc. 564 Brannan street, San Prancisco, Ca. E. A. Heward & Co., 72 Howard, Street, San Prancisco, Cal.

I understand that recently Japan has developed the sawmill industry to such an extent that low logs are being shipped at the present time Lapanese out funder running from 1 inch up in thickness is the principal I believe this is due to the fact that the Japanese have made a prohibitive price on logs in order to compel users of Japanese onk in this country to purchase the manufactured article.

understand that the price of logs delivered in San Francisco runs from \$32.50 to \$40 per thousand feet. I am unable to give you the amount of humber manufactured by the Energy Manufacturing company and the Western Hardwood Lumber Company, but I believe the others listed handle about 5,000,000 feet annually,

Assistant District Forester.

### Clubs and Associations

#### Meeting New York Forest Products Association

The Empire State Porest Products Association, composed of nearly all the prominent up-state lumber and paper manufacturers, held its annual meeting at the headquarters of the Merchants' Association, Woolworth building, New York, November 13. A banquet at the McAlpin in the evening closed the convention of this organization which has shown such an active interest in conservation of natural resources of the Empire State

The following officers were elected to serve for the next year:

PRESIDENT Frank L. Moore, Watertown, N. Y.
VICE-PRESIDENT—E. J. Jones, Bradford, Pa.
Sperrefand And Theast spire—II. J. cadwell, Carthage, N. Y.
DIRECTORS—Rufus L. Sisson, Potsdam, N. Y.; G. P. Gould, Lyons Falls,
Y.; Charles I. Womer, New York City; Ferris L. Meigs, New York City,
B. Wilder, Carthage, N. Y.; E. J. Jones, Bradford, Pa.; Frank A. Cutng, Boston, Mass.

The meeting occupied part of the forenoon and all the afternoon. There were addresses on all the questions of conservation by prominent public officials and members of the lumber and paper industry

#### Instructive Meeting Philadelphia Exchange

The regular monthly meeting of the Philadelphia Lumbermen's Exchange was held in the evening of November 6, President Benjamin Stoker in the chair. These evening meetings which were only tentative have proved a positive success as the augmented attendance bears witness, and there is no talk of a return to the long time afternoon session. A supper of fine appointment was served at 6:30 on the first floor of the building, after which the meeting was called to order in the exchange rooms. After the reading of the minutes, a communication from the National Rivers and Harbors Congress was read requesting the exchange to send delegates to represent the exchange at the eleventh annual meeting of the congress, to be held at the New Willard hotel, Washington, D. C., December 3, 4 A resolution directing the president to appoint delegates as requested was adopted. Frederick S. Underhill of the railroad and transportation committee then read the report of his committee, and offered the following resolution, which was adopted

WHEREAS, The Improvements in South Philadelphia, in accordance with plans defined by the Department of Public Works, are of such great benefit to the city, such as the removing of grade crossings, amplifying dock facilities, etc., leading to vast developments in the down town district, be it RESOLVED, That the Lumbermen's Exchange of Philadelphia recommend to councils the favorable consideration of the plans proposed by the Department of Public Works, and particularly recommend the extension and operation of the Belt Line Company, as set forth in Article 16.

Mr. Underhill, as chairman of the committee representing the exchange at the fire prevention convention, then read an interesting report of the work accomplished by that body, after which in conformance with the previous announcement of President Stoker, that as a new and interesting feature of these meetings, instructive talks on the methods of business in the past and those employed at the present time would be given by experienced lumbermen for mutual enlightenment. Robert G. Kay, president of the Kay Lumber Company, and also an ex-president of the exchange, was called upon for something concerning the wholesale lumber-Mr. Kay was listened to with much interest as he tackled the question, whether the wholesaler should or should not sell to the consumer. He maintained that no wholesaler should sell direct to consumers, and conditions and price satisfactory, no retailer ought to buy direct from the manufacturer. He gave instances where the retailers went to the manufacturer and brought low-grade lumber cheaper than wholesalers could buy it, and then sold it at very little profit to contractors and According to the old methods when prices were fixed, Philadelphia wholesalers and retailers, and retailers of New York and New Jersey sold Virginia spruce and made money. The wholesaler and retailer should make more money on the capital invested, and a square deal should be the foremost rule of every member of the exchange.

William C. MacBride, president of the Haney-White Company, spoke In behalf of the retailer. At the start he said he believed every Philadelphia retailer should buy of the Philadelphia wholesaler, and that the former could afford to pay the latter a little more money. He dwelt on the methods of selling, delivery and collections, and especially referred to the great work done by the credit bureau system established by the

exchange. He said there ought to be a better return of profit on the amount of money invested in the lumber business. If the competitor wants to sell his goods at a loss let him do it, but don't imitate him; the man who sells cheap has to make it up some way or he goes broke. Referring to the exchange, Mr. MacBride said the average high business standing

of the members should be a source of pride to every member.

Herbert N. Casson, vice-president of the H. K. McCann Company, New York, who attended the meeting as the guest of Owen M. Bruner of the Owen M. Bruner Company, gave the boys an interesting talk on the prevailing methods in trade. As to the disposition of the retailer in all lines of trade to buy direct from the manufacturer as stated by Mr. Kay, Mr. Casson humorously compared it to jumping over each other's backs or playing at leap-frog. He took issue with the manufacturers trying to eliminate the wholesaler or jobber, which he regards as a farce. The manufacturer does away with the jobber, then he puts on a manufacturer's agent to handle his goods; the manufacturer's agent then becomes the jobber, and the manufacturer is just where he was before. Casson urged association work, and deplored price cutting as a big mistake. were extended, after which the meeting adjourned.

#### Annual National Chamber of Commerce

The Chamber of Commerce of the United States will hold its annual meeting at Washington, D. C., at the New Williard hotel, February 11, 12 and 13. The National councilors will meet previous to the general session for the purpose of approving of the efforts of the Chamber during the past year, and to make program arrangements for the convention. This meeting will take place on Tuesday, February 10.

#### Louisville Club Elects Officers

On Wednesday, November 12, the Louisville Hardwood Club met in annual session for the purpose of electing new officers and transacting other business. Edward L. Davis, retiring president, was nominated for reëlection, but requested that his name be left off the slate, stating that he considered a single term long enough for the services of any one person. He in turn presented for nomination Stuart K. Cecil, secretary and treasurer of the Booker-Cecil Company. Mr. Cecil was elected by a decided majority when the ballot was cast.

The new president is one of the youngest men in the lumber business in Louisville, being only twenty-nine years of age. He is a graduate of Princeton of the class of 1906. His start in the lumber business was in connection with the Norman Lumber Company of Louisville, with which concern he was identified until the Booker-Cecil Company was organized about two years ago. Mr. Cecil, in spite of his comparative youth, is slated as having the ability to make an excellent presiding

H. E. Kline, superintendent of the Louisville Veneer Mills, was elected vice-president, succeeding his father, D. E. Kline, president of that con-

C. M. Sears was elected treasurer of the club for the sixth succeeding term.

G. D. Crain, Jr., was reëlected secretary.

#### In Appreciation

The building committee of the Lumbermen's Association of Chicago submitted a report on the progress of its work in connection with the proposed Lumbermen's building to the board of directors of that association at its meeting held on November 10. It was shown that the committee has already signed up for 40,000 square feet of floor space, and has immediate prospects of securing some 5,000 square feet additional.

The board recognizing the many business sacrifices that the committee has made in working for the success of the building project, adopted the following resolutions

Isolowing resolutions:

RESOLVED, That this board of directors tender its sincere thanks to the building committee for its untiring efforts and business sacrifices in working to secure a building that will be of great credit to the lumber trade of Chicago, and be it further

RESOLVED, That a vote of thanks be tendered Harpowood Record, American Lumberman, The Lumber World Review and the Southern Lumberman, through the committee, for their great assistance and for the generous manner in which they have given publicity.

It was further resolved that a copy of these resolutions be sent to the papers referred to.

#### Annual Meeting of Lumber Exporters

HARDWOOD RECORD is in receipt of an announcement from the National Lumber Exporters' Association stating that the fourteenth annual meeting of that organization will be held at Chicago January 22 and 23, 1914. Seemingly no definite plans have been made as to program and specific location of the convention headquarters, but it is anticipated that further announcements will be forthcoming shortly stating more specifically what the exporters have in mind.

#### National Lumber Manufacturers Retain Dr. Von Schrenck

D is announced that the National Lumber Manufacturers' Association has retained Dr. Hermann Von Schrenck of St. Louis as technical engineer of the association. To him will be referred all technical matters concerning the mechanical and chemical problems regarding lumber and its treatment. Dr. Von Schrenck is too well known in the lumber trade to need any introduction. His new connection with the National Lumber Manufacturers' Association will materially strengthen that association in the authoritative position it now holds in connection with the lumber industry

#### National Association Inspection Records

The crowth of the National Hardwood Lumber Association during the last seven years is better illustrated by comparison of figures on inspection as compiled by the secretary than by the mere bulk growth of the association. These figures show the total number of feet of lumber passed upon by the inspectors of the association each fiscal year from 1904 to 1915. They are as follows:

															Feet.
															95,822,935
															97,604,848
															123.186,828
															106,908,013
															100,287,661
															113.786,454
															112,035,176
															132,844,256
Year	ending	June.	1913.												179,933,391

The inspection done by the inspection bureau for the month of October, 1913, showed a total of 14,161,471 feet inspected, which is a slight reduction from October, 1912. The work of the salaried inspectors is practically the same as that performed in October last year. But the fee inspectors at lake ports in Michigan did less than a year ago, which is in part due to unfavorable weather conditions. The total number of feet inspected by salaried inspectors was 8,292,706 feet and by fee inspectors 5,868,765. The total of reinspections as performed by the chief inspector and assistants was 223,785 feet

#### Election Baltimore Exchange Pending

The new ticket of the Baltimore Lumber Exchange, to be voted for on the evening of December 1, is out, having been put up by the nominating committee, and so far no signs of an insurgent movement are in evidence. It seems a foregone conclusion, therefore, that the regulars will be successful. The make-up of the ticket is somewhat of a departure from the past few years, inasmuch as some of the younger members of the trade, who have not heretofore held official positions, have received recognition, and altogether, the list has elicitated favorable comment. The ticket is as follows:

PRISHDENT Ridgaway Merryman.
VICE-PRISHDENT RIGHAMAY
TREASTREET—Luther H. Gwalthey of the American Lumber Company.
MANAGING COMMITTEE—Lewis Dill, Lewis Dill & Co.; Edward P. Gill,
William D. Gill & Son; Rufus K. Goodenow; William M. Burgan; Theodore Mottu, Theo. Mottu & Co.; H. Rowland Clapp, J. H. Thiemeyer Company; Parker D. Mix, Surry Lumber Company; George E. Waters, Geo. E.
Waters & Co.; Henry Suchting, W. E. Suchting & Sons, Inc.; John L.
Alcock, John L. Alcock & Co.; J. Clay Gilbert, J. L. Gilbert & Bro. Lumber
Company, and Henry D. Dreyer, H. D. Dreyer & Co.
The annual meeting of the sychologe will be held, as young at the

The annual meeting of the exchange will be held, as usual, at the Merchants' Club on German street, and after the transaction of business a dinner will be served.

#### Meeting Lumbermen's Club of St. Louis

The Lumbermen's Club of St. Louis held a business meeting Tuesday afternoon. November 11, in the club rooms, at which there was a large attendance. Several important matters came up. The following resolution, recommending that Congress pass proper legislation to improve the Mississippi river to prevent annual floods was passed:

Whereas: The Democratic, Republican and Progressive parties in their 122 platforms declared that flood protection of the lower Mississippi river and the reclamation of its alluvial lands was a national obligation,

WHEREAS, We believe these declarations should be enacted into legis-

lation, and
WHEREAS, We believe the protection of this vast area from floods caused
WHEREAS, We believe the protection of the Union, and its reclamation by the drainage from thirty-one states of the Union, and its reclamation will benefit the whole nation, and its a work of such magnitude that it justifies separate treatment; therefore be it RESOLVED, That this association urge upon Congress the immediate adoption of legislation for flood protection and reclamation of this sec-

our country

The Forest Products Exposition to be held at Chicago, April 30 to May 9, 1914, and in New York, May 21-30, was indorsed.

President Whitmarsh appointed the following delegates to the National Conservation Congress: W. E. Barns, E. C. Robinson, S. H. Fullerton,

C. A. Antrim, C. M. Jennings and Dr. Hermann von Schrenk. Capt. J. B. White and R. A. Long of Kansas City, Mo., and Julius Seidel of St. Louis were thanked for their addresses given at the banquet of the club on October 28.

It was announced that the next monthly meeting of the club would be held on December 9, and that it would be ladies night. The annual election will also be held at that time. Two nominating committees were selected. The one appointed by President Whitmarsh was made up of P. F. Cook, C. M. Jennings and George R. Hogg. The one nominated from the floor was composed of Guy Fulton, Hendrick Folinie and G. P. Shehan.

#### Annual New York Association

The annual meeting of the New York Lumber Trade Association on November 12 brought out a large number of the local trade. About 115 members, wholesale and retail, sat down to lunch in the association rooms preceding the meeting. It was a record attendance and fixes the place of this annual event in the routine of the market.

President Perrine called the meeting to order at 2:30. business was the report of the trustees, which covered in detail the work of the organization for the past year. The report stated that the membership now includes ninety-five retailers, eighty-three wholesalers, and eighteen nonresidents. The credit system which has been in force is

pronounced satisfactory, and has been of great assistance to the members in carrying on business

The bureau of standardization of the Board of Estimate and Apportionment of the city of New York has been in conference with a committee of this association representing the different kinds of woods with reference to getting up a set of specifications to govern the city departments in their purchases of timber and lumber. The committee has met the representatives of the board a number of times and has agreed on a set of rules which it is hoped will be approved as being a fair and equitable standard, and which will eliminate the troubles and difficulties in grades in dealing with the city departments.

The association presented arguments before the building committee of the New York board of aldermen, against proposed changes in the building code which would tend to restrict the use of wood in tall buildines of that city.

The legislative committee of the association has carefully scrutinized all bills coming before the legislature at Albany, and has taken necessary measures for amendment of such as appear inimical to the interests of the association.

Labor troubles during the past year have been few and of little consequence. An employment bureau is maintained for the benefit of members.

The government suit against the association is now in the United States Supreme Court where arguments have been submitted on briefs. The government won a technical victory in the lower court, but the judgment did not dissolve the Eastern States Retail Lumber Dealers' Association, or any of the associations, and will not materially interfere with the work of the Lumber Trade Association. The trustees express confidence that the final judgment will be favorable.

The election of officers resulted in the re-election of the old encumbents, with Charles Grosskurth and George H. Storm elected to the board of trustees. The officers are: President, Russell Johnson Perrine; first vice-president, John F. Steeves; second vice-president, Frederick W Starr; treasurer, Charles F. Fischer,

After the election Attorney Cruikshank addressed the meeting. reviewed in detail the case of the government against the eastern retail associations and expressed the hope and belief that the decision of the Supreme Court, before which body the case now is, would be favorable the defendants.

Of special interest was the unanimous vote to hold a dinner this year For different reasons the last two years went by without this affair and the spirit shown when the question came up assures the success of this year's banquet. It is hoped that the grand ball room of the Hotel Bossert will be ready for the lumbermen, and no other body can more appropriately christen the new banquet hall of the handsome hotel built by the late Louis Bossert, who was a prominent figure in Metropolitan lumber circles.

#### Last Match Philadelphia Golfers

By courtesy of E. W. Swenk, F. A. Benson and others, the Philadelphia Lumbermen's Golf Club, held its last game of the season on the links of the Athletic Club of Philadelphia at Manoa, Delaware County, on November 11. The day was cold and blustery, but what is wind and weather in the nostrils of the husky athlete. Twenty-four golfers formed into six four-somes and the competition was a lively one. After the game an elaborate dinner was served, which was followed by the business meeting with President Eugene W. Fry in the chair. W. P. Shearer, with a net score of 84, won first prize, a silk umbrella; J. E. Troth was awarded second prize, a stick pin, for a score of 87 net, and H. G. Parker, who made his first winning as a golfer, bore off third prize, a box of handkerchiefs, score 89.

#### Memphis Club Entertains

The entertainment committee of the Lumbermen's Club of Memphis made excellent work of the job of putting up a suitable and interesting program and line of refreshments for the visiting clubs of Nashville and Louisville, which clubs visited Memphis on Friday, November 14. addition to these distinguished visitors, Memphis also entertained on that day a great many of the conferees at the meeting of the red gum manufacturers which was held on the following day, Saturday, November 15.

The committee was aided by excellent weather and had provided all sorts of interesting features. The guests were met at the Hotel Gayoso at 10 o'clock Friday morning with automobiles and were given a ride over the Memphis boulevard system, returning to the Country Club for luncheon. At this function there were over sixty visiting lumbermen in attendance, but their wants were fully taken care of. During the luncheon the cars waited at the Country Club and took the visiting lumbermen back to the hotel.

The annual banquet of the Memphis club was held in the evening at the Gayoso hotel, and including the members and out-of-town guests there were over two hundred in attendance. In addition to a most excellent menu, the entertainment committee had arranged for orchestral entertainment and also had provided excellent vocal talent. The orchetsra consisted of ten well played instruments, while on the vocal program were Mrs. E. E. Greenwood Warden, soprano; Miss Aileen Shea, contralto; Giordano Pellonari, tenor, in addition to an excellent male quartet.

Following the usual lumbermen's gastronomic efforts, President J. M. Pritchard of the Memphis Lumbermen's Club asked Max Sondheimer of Memphis to say something, and suggested that he propose a toast. President Pritchard gave as his excuse for calling on Mr. Sondheimer the fact that that worthy gentleman would be apt to have something to say anyway at some time during the evening, and he proposed to give him a legitimate excuse

Mr. Sondheimer responded was mly and proposed that those in attend ance drink a toast to the lumber business, summarizing the idea of the toast with the expressed wish that "something might be doing pretty soon," and it is needless to say that with one accord the visiting and resident lumbermen drank this toast standing.

President Pritchard then called on various local and visiting celebrities, including W. H. Conley and C. P. J. Mooney, editors of Memphis dailies; John Tuthers, secretary of the Business Men's Club; C. F. Davis, Louisville lumberman; W. E. Delainey, Cincinnati, president of the Hardwood Manufacturers' Association of the United States; Frank F. Fish, secretary of the National Hardwood Lumber Association, Chicago, and James Baird of Vashville.

### With the Trade

#### Death of A. W. Mowbray

HARDWOOD RECORD regrets to announce the sudden death of Albert W Mowbray, vice-president of the Johns-Mowbray-Nelson Company, Cincinnati, O. Mr. Mowbray was taken ill Sunday night, November 9, while at Greenville. Miss., on business in the interests of his company. He developed double pneumonia and died Saturday night, November 15. The interment was at Peru. Ind., the place of Mr. Mowbray's birth.

Mr. Mowbray was a son of Mr. and Mrs. W. E. Mowbray and is survived by a widow, Mary C., a daughter, Nellie, aged three, and son, Albert, Jr., aged one. His parents are also still living and reside in Peru. The deceased is also survived by three brothers, Fred W. of the Mowbray & Robinson Company, Cincinnati, O., O. Ralph, professor of languages, Chicago University, and Merrill of Chicago, and by two sisters, Miss Clara Mowbray and Mrs. Stella Tretier, Peru. Ind.

When Mr. Mowbray was seventeen years old he went to work with the Mowbray & Robinson Company, and starting in at the very bottom by diligent work and ambitious effort acquired an intimate knowledge of all departments of the hardwood business. After leaving the employ of the Mowbray & Robinson Company he spent several years as an inspector, buyer and salesman for different hardwood concerns. Two years ago, specifically, November 29, 1911, he with Walter E. Johns and Coleman C. Nelson organized the Johns-Mowbray-Nelson Company, which concern started business as a wholesaler and manufacturer of hardwood lumber with offices in the Provident Bank building, Cincinnati. The expansion of the firm's interest necessitated enlarging facilities, and several months ago the offices were moved to the newly equipped yards at Eighth and Horn streets, Cincinnati. The company's affairs were just rounding into good shape and promised to result in an unusual success, when Mr. Mowbray's untimely death occurred.

#### John H. Marble, Commerce Commissioner, Dies

John H. Marble, who has been prominently connected with the administration of the affairs of the Interstate Commerce Commission for years, died at his home in Washington, D. C., at 6 o'clock Friday night, November 21. His death came unexpectedly and was the direct result of uraemic

Mr. Maroa's career has been a highly nonorable one and his exceptional qualities and abilities have enabled him to handle with pronounced success the varied and intricate affairs of the Interstate Commerce Commission

In connection with this body he has become well known to the big lumber interests of the country, and has been highly thought of by the shipping interests because of his absolute fairness in the way he handied matters.

#### W E Heyser in New Enterprise

One of the most important lumber enterprises launched in this section recently is that of the Issaquena Lumber Company, which has been organized to operate a big hardwood mill at Issaquena, Miss. The in-corporators are W. E. Heyser of the W. E. Heyser Lumber Company. Cincinnati, Weaver Haas, at one time local manager of the interests of W. E. Heyser Lumber Company, and James L. Pierson, an experienced logger and timberman. The plant consists of a band saw and resaw and the company has already secured control of about 65,000,000 feet of timber. Logging operations have begun on a large scale. The company is capitalized at \$100,000 and the entire output of the new plant will be handled by the W. E. Heyser Lumber Company, with headquarters at Cincinnati.

#### Meeting of Creditors

The announcement has just been received from Charles T. Greve. referee in bankruptcy, in charge of the defunct Maley, Thompson & Moffett Company, Cincinnati, of a meeting of the creditors which is to be held in the offices of the referee, 22 Peru building, Cincinnati, December 5, at 1 o'clock p. m. There will be taken up at this meeting the consideration of offers for the purchase of the assets of the company, and also matters with relation to the distribution and allowance of compensation and declaration of dividends, and all matters with relation to the compromise of claims in favor of and against the estate of the bank-

Creditors are directed to have all matters in controversy ready for consideration at that meeting.

#### Buffalo Concerns in Receivers' Hands

On November 22, the Blue Grass Lumber Company, Inc., and the Empire State Hardwood Lumber Company, Inc., both with main offices in Buffalo. N. Y., filed petition in voluntary bankruptcy before Judge Hazel in the Federal court and pending the appointment of trustee, Messrs. Roland Crangle and Frank Gibbons, both of Buffalo, were appointed receivers for the respective companies.

Early in November at a called meeting of stockholders and directors of the two companies it was decided to call a meeting of creditors and the above action was determined upon at said creditors meeting on November C. M. Clark of Cincinnati, who has for the past few weeks been in Buffalo representing some large stockholders in the South, looking into the affairs of these companies in the capacity of temporary vice-president, was asked at this creditors meeting to allow his name to be presented to the court for the position of receiver, but he declined.

It is understood the affairs of the Blue Grass Lumber Company and the Empire State Hardwood Lumber Company are badly involved and the liabilities will be far in excess of the assets. The Blue Grass Lumber Company handled western pine and the Empire State Hardwood Lumber Company dealt largely in hardwoods.



MOWERAY, NELSON COMPANY, CINCIN-NATI O



THE LATE A. W. MOWIERAY OF THE JOHNS. J. M. PRITCHARD, PRESIDENT MEMPHIS W. E. CLUB, HOST TO NASHVILLE AND LOUIS VHILE CLUB AND RED GUM MEN



HEYSER, CINCINNATI, O ESTED IN THE ISSAQUENA LUMBER COMPANY, ISSAQUENA, MISS.

#### New Handle Factory

Te is announced a crawfordsynb. Ind. that I. B. Haas has morb definite arrangements and is aroundy engliged in the work of organizing a handle manufacturing concern in that city. If present plans are carried out the new factory will be in operation within a few weeks. The plant will manufacture handles for spades and shovels

The new industry will be located at the old Excison mill at Crawfords vide which mill will continue in operation as in the past buildings and equipment will be remodeled throughout. Mr. Haas is planning to make a considerable expenditure for remodeling buildings and installing new machinery and equipment. This work has already been started and the entire remodeling will be completed within a short time when it is expected the mill will be in operation.

#### New Plant at Little Rock

Sandberg Brothers of Chicago, manufacturers of interior trim, sash, doors, etc., have decided to erect a plant at Little Rock, Ark. The company will construct its mill on the property owned by the Factoria Land Company, and will have two acres of land adjacent to the Iron Mountain This tract is immediately adjacent to that recently purchased by the Slimmer Manutacturing Company, also of Chicago. The new plant will give employment to about fifty men to start with.

As to the reason for moving the company ascribes this policy to the saving it will effect in the cost of raw material. This is another in stance illustrating that northern remanufacturing concerns are awakening to the fallacy of the position of having their raw material shipped long distances to them, and reshipping the finished product in many cases to points close to the towns from which the raw material was sent

#### Buys Mississippi Timber

The Merrill Timber Company of Pittsburgh, Pa., recently closed for the sale of 10,000 acres of hardwood and pine timber in Madison county. Mississippi, to the Crosby-Bonds Lumber Company, Brookhaven, Miss., and T. Toney of Hazlehurst, Miss. The consideration was \$35,000.

The purchasers are planning the immediate erection of two sawnills.

on the property. The pine mill will be operated by Mr. Crosby, while the hardwood mill under Mr. Toney will have his jurisdiction. It is also planned to construct twelve miles of railroad into the timber connecting with the Illinois Central railroad at Canton.

#### William H. White Company in Financial Trouble

Petitions have been filed to have the Michigan Trust Company of De troit, Mich., appointed receiver for the William H. White Company of Boyne City, Mich., and the Boyne City, Gaylord & Alpena Railroad, with headquarters in that city also. The meager information available states that the liabilities are \$2,000,000, but that the assets are greater than

This company has probably been caught by the same financial stringency that has embarrassed various other large operating concerns during recent months.

#### Price & Hart Dissolved

The name of Price & Hart, for over a quarter of a century one of the best known in the domestic and export hardwood trade, was stricken from the list of local firms when Walter T. Hart, proprietor, announced his retirement. Mr. Hart has other interests which take his attention in the future. The firm of Price & Hart was established by the late Ernest M. Price and Mr. Hart in the '80's and has always held a high place in the trade. Mr. Price was one of the organizers of the National Lumber Exporters' Association and had served as president for several terms. The firm was the second to join the National Wholesale Lumber Dealers' Association. Price & Hart have always done a large export trade in thin poplar and ash and plain and quartered oak.

Elwood Jones, for seventeen years with the firm, will take up the business under his own name, with headquarters at the old stand, 18 Broadway. His long association with Price & Hart well fits him for the enlarged responsibilities, and his many friends are congratulating him in

### Pertinent Information

Bill to Compel Through Bills of Lading

Officials of the Southern Hardwood Traffic Bureau and shippers of hardwood lumber in general are very much interested in the bill which has been introduced into Congress by K. D. McKellar of the Tenth Tennessee Congressional District, and which has for its purpose the compulsory issuance of through bills of lading by the railroads on export shipments of lumber. Congressman McKellar points out in his comment on the bill that the railroads have been delivering exports of hardwood lumber to the ports under one contract and that these cargoes have been sent across the water under other contracts with the steamship companies, with the result that there has been unnecessary delay and expense at the ports where charges of every kind have been piled up. He says that, under the terms of his measure which has already received the endorse ment of the committee on interstate and foreign commerce, it will be necessary for the railroads to issue through bills on export shipments of lumber and that the steamship companies will have to transport such

chipments in an ediately after their arrived in New Orleans or other ports, In drawing this bill Mr. McKellar has been in close touch with officials and other members of the Southern Hardwood Traffic Bureau whose interests are vitally affected by the bill of lading subject, with particular reference to through bills. Tennessee lumbermen export a large amount of lumber every year and it is estimated that a big saving will result if the railroads are prohibited from billing export shipments of lumber to New Orleans and other ports on local ladings. The bill, as drawn, fol-

Section 1. That in all cases where any freight or commodity is offered to a common carrier to be transported by it to some port of the United States and thence by steam-sing carrier to a lorgen port, such initial carrier is hereby repured to issue a through bill of lading providing for signment of such regular or common carrier to port of destination, and all stranskip carriers designated in control of hidness and the point of the common carrier to be such as the common carrier of port of the common carrier of the common carrier of the ports of the United States should it be guilty of non-common carrier to the ports of the United States should it be guilty of non-common carrier.

complaince
Section 2. That where any freight or commodity is offered to any
carrier for shipment to any part of the United States and thence to any
foreign port, such initial carrier and the steamship company are required
to receive and transport all such freight or commodity on terms of
cquality, and no discrimination shall be made by either initial carrier or
steamship carrier in the prompt acceptance, shipment and delivery of any
Section 3. That violation of this act shall be punishable by fine of not
less than \$500 or more than \$1,000 for each separate offense.

#### Plans Definite Policy on Rate Advance

Secretary J. E. Rhodes of the National Lumber Manufacturers' Association has issued a statement covering the progress of the generally desired horizontal increase of freight rates. As announced previously in Hardwood Record, all proposed advances to have become effective November 15 have been suspended until March 12, 1914, the hearing having been slated to begin yesterday, November 24, at Washington. About 22,000 amendments of tariffs have been filed and as they are not yet classified it will not yet be possible for Mr. Rhodes to issue a list of the lumber rates affected, which action, however, he purposes to take up as soon as possible.

The statement contains suggestion that the railroad committee of the National Lumber Manufacturers' Association is anxious to learn to just what extent the lumber manufacturers of the country are willing that that committee should represent them in this matter. The committee according to the statement is willing to represent the lumber interests but will not do so without specific authority. The statement then outlines the status of the situation, stating that all lumber manufacturers are in favor of the railroads deriving more net revenue; many are in favor of the advances in lumber rates provided rates on other commodities are also advanced: many are unwilling to consent to advance in lumber rates without first knowing what other rates are to be advanced and to what extent; some are opposed to any advances on lumber rates on the ground that they are relatively higher than on other bulk commodities; many feel that this whole subject should be taken up by the National association and that the railroad committee, upon which all of the affiliated associations are represented, should announce a definite policy to be pursued; and many believe that because all lumber rates of the country are involved thus it becomes a subject of national importance and should be taken up by one body.

The statement requests that all members of the association affiliated with the National association communicate with their respective secretaries as to their views on the matter and state that if it is thought best to delegate to the railroad committee of the National association authority to represent all of the affiliated associations, the committee will desire active co-operation from those associations. Further, the committee will not oppose advanced rates on lumber unless that is the desire expressed by the majority of the combined membership.

#### Michigan Lumber Rates

The proposed advance in the rates on lumber in carloads between points in the lower peninsula of Michigan and from points in the lower peninsula of Michigan to all territory has been suspended by the Michigan Rallroad Commission and the Interstate Commerce Commission until March 12, 1914.

The situation in lower Michigan covering lumber rates is somewhat different from that in other competitive lumber producing territory, for the reason that for the last twenty years lumber rates have been checked-in on a basis in many cases less than sixth class and especially does the proposed increase basis made by the cancellation of the old lumber commodity rates and the application of the new proposed sixth class basis make the advances to important consuming points, where the heavy tonnage is moving, not five per cent but in many cases ten, fifteen and even thirty-three and one-third per cent.

Owing to the non-uniformity of basis for class rates in the lower peninsula of Michigan, the Michigan Railroad Commission some time ago asked the railroads to revise their class rates, putting them on a more uniform basis, which if put into effect as proposed will make quite a difference in the alignment of the lumber rates and for that reason the new rates are not meeting with the approval of the lumber shippers. It is true there are some points where the present rates are not disturbed, others where a slightly less rate will be applied under the new basis than under the old, but if we take into consideration the proposed advanced rates to where the tonnage is moving at the present time, there is an undue advance which should not be allowed. Then on interstate traffic rates to basing points in Wisconsin, upper Michigan and Minnesota have be a dystam. It is the process of a conjugate of the conj

It is expected that the Michigan Railroad Commission will not take immediate action on Michigan rates until it is known how the Interestate to the Control of the Control o

The railroads in lower Michigan seem to have taken advantage of the proposed change in rates, cancelling all of their commodity turiffs, issuing new ones or letting the classification take care of the rates, which means an advance of from five per cent and running as high as tyenty per cent, so taken as a whole the shippers of Michigan will not receive a uniform five per cent advance, but will be obliged to take care of a suitable of the actual valuation and it appears that as soon as shippers do aways to the actual valuation many more protests will be tiled.

#### Court Decision Favors Open Shop

The decision of the Federal District Court in session in this city in the case of the non-union trim manufacturers against the United Brotherhood of Carpenters and Joiners of America, the Master Carpenters' Association and the Manufacturing Woodworkers' Association resulted in a victory for the open shop and the trim manufacturers. The case has been before the courts for over two years and is considered one of the foremost labor cases ever brought in the courts of the country. The case was known as the Irving & Casson case. Irving & Casson are manufacturers of artistic wood trim, with headquarters in Boston. They had the contract for some of the interior finish in the Cathedral of St. John the Divine and one of the new halls of the Military Academy at West Point. They have always conducted an open shop in the manufacture of their trim and it was proven that the union had entered into a combination to prevent them from selling or installing their product outside of Massachusetts; that in pursuance of such conspiracy the company was placed on the "unfair list"; was threatened with sympathetic strikes on the above mentioned jobs and in other ways intimidated. The decision in this case, by Judge Ward, makes permanent the temporary injunction previously rendered and goes even further, for the court held that the defendants also violated the Sherman anti-trust law, and the anti-trust and penal law of the state of New York, which makes any and everybody the alleged agreement a criminal conspirator and opens the way for the complainant to recover treble damages for injury proven to their business.

This latter side to the question is of special interest because Louis Bossert & Sons, trim manufacturers of Brooklyn, have a similar case now pending in the courts and have filed a suit for \$200,000 for damages to their business through strikes, boycotts and other practices under this agreement.

The case of the Paine Lumber Company and other non-union manufacturers of trim against the same Carpenters' Union and their agreements, was dismissed and injunctions denied. Judge Mayer, in this case, held that the complainants did not show that they were singled out for attack or that they had suffered differently than the public at large, therefore any offence committed against them was a public offence and only public officials could prosecute. Judge Mayer agreed with Judge Ward that this combination resulted in restraining competition between manufacturers and operated to restrain interstate commerce and violated the Sherman anti-trust and state business law. On the other hand he found that he could not grant the injunction in the Paine case because that might be sought legally only at the instance of the United States or the state of

#### Wisconsin Compensation Act Fails to Work

Employers in general are interested in the decision of the Wisconsin Supreme court in the case of Henry Miller vs. the city of Milwaukec. Miller, a poor man aged sixty-six years, was working for the city in the street department and his foot was run over by a steam roller. It was badly crushed and the great toe was amputated. For over two months the old man could not leave his bed and for more than five months could not work. A doctor attended to him for over ninety days, the time fixed by the compensation act. The law requires the employer to furnish medical attention at the time of accident and for ninety days after and failing to do so "seasonably" is liable for the medical expense, also that sixty-five per cent of the wage shall be paid weekly. The city waited forty-eight days before it sent a doctor and did not pay the wage required. The charge for medical services was \$222. The Supreme court decision criticized the medical charge as excessive, but allowed nothing. The commission had decided that the city had not furnished a doctor "seasonably" and made allowance for ninety days. The court held that the city of Milwaukee acted strictly within its legal rights. This leaves the injured employe to pay the debt as best he can.

"One of the most humane provisions of the workmen's compensation act, as we have understood it, has been swept away," declared Chairman Charles H. Crownhart of the Industrial Commission, commenting on the decision. "The great success of the act for two years is made abor-

tive. None but the educated or the cunning will obtain the benefits supposed to have been conferred by the people's legislature upon the mass of honest foilers. This I know: The law ought to be as we have all believed and practiced. If insurance companies and employers follow the decision of the court, nothing less than a calamity will have befallen the workmen of Wisconsin: but I am convinced that neither insurance companies nor employers will take advantage of this decision. Employers will not take advantage because they are generally honest, and the dishonest are not fools. The thing for us all to do is to see that the law is amended at the earliest opportunity so that it can not again be 'obstructed.' Fourteen thousand men are injured every year in the industries of Wisconsin. To deal with this number of men in a practical manner must be the aim of the employers, the insurance companies and the industrial commission. Any system that hedges the workman in an intricate system of legal procedure will be distressingly unfortunate for all seasons that it.

#### Small Arkansas Roads Protest New Rates

The Arkansas Railroad Commission recently made an order, effective November 10, fixing a flat rate on rough materials, as reported in a previous issue of Harbowoon Riccon. The rate is to apply on rough lumber, bolts, flitches and logs in carload lots, and is based upon the following scale: Two cents for the first twenty-five miles, and increasing one-quarter of a cent for each ten miles up to three hundred miles. On November 6, the commission issued an order excepting a number of the smaller roads in the state from the decisions of the new tariff, allowing them to come in on November 17, and show why the rate should not be applicable to their roads. At the meeting on the morning of November 17, however, the hearing was not completed, but was deferred until January 12. The managers of the small roads had already filed with the Arkansas Railroad Commission applications to be permitted to use a higher tariff than those rates set out in Standard Freight Distance Tariff No. 3, which was reissued by the Arkansas Railroad Commission on July 18 of this year.

#### Cooperage Strike in Arkansas Unchanged

The conditions existing at Paragould, Ark, on account of the strike of the members of the Coopers' Union at that place, remains unchanged. The manufacturers are tenaciously holding to their original position, willing to concede nothing to their employes, because, as they say, the men have no real grievance. About the only contention that is now being made by the strikers is that they be permitted to deal with their employers through a committee. The continued disagreement and strike is seriously affecting the business interests at Paragould. Many of the business men have been drawn into the controversy, and are taking sides either with the manufacturers or the strikers. A number of prominent business men have openly derided the strikers, in their contention over this matter, which they regard as of little consequence. These business men are in hearty sympathy with the manufacturers, and are saying so in spite of the fact that they are being boycotted by members of the union and friends of the strikers.

J. C. Clary, commissioner of labor statistics of Arkansas, has undertaken to settle the contention between the employes and employers. In a letter which he recently addressed to the manufacturers, he suggested that an arbitration committee be selected, to be composed of two men representing the stave manufacturers, and two men representing the strikers, which four men should select a fifth. He proposes to submit all questions to this arbitration committee, also allowing the committee the privilege of making investigation of all matters leading up to the strike, and that each side agree to abide by the finding of the committee. So far no reply has been made to Mr. Clary's letter by the manufacturers.

#### Suggestion for the Woodlot Owner

- A prominent school of forestry suggests the following method to be employed by woodlot owners in estimating their standing timber:
- 1. Count all the trees in a circle 118 feet across .- one-quarter acre.
- 2. Select a sample tree as nearly average as you can.
- 3. Determine how much of the tree you can saw in sixteen-foot logs (eight feet counts as half a log).
- 4. Add the top and bottom diameters inside bark and divide by two. This will give you the average diameter of the used length.
- Square this average diameter. Subtract 60, multiply by .8 and you will have the contents of an average sixteen-foot log.
- Multiply by the number of logs in a tree and then by four times the number of trees on your plot and you will have the approximate contents of that acre in board feet.

#### The Circular Versus the Trade Paper

"Printers' Jnk" in a recent issue hit at the root of a common mistake in modern merchandising. The article was quoted from an interview with an agency solicitor who, in view of preparing a trade circular, made a tour of the retail trade in the line to which the circular was to be devoted. He stated that some of the retailers he saw were getting fifty and sixty circulars a day—most of which went to the floor and were later swept out unopened. This particular expert stated that he had had some experience as to the waste of dealers' literature before but that the condition today surpasses anything heretofore. He stated that the dealers are being frightfully over-circularized.

This condition, of course, is one noted among the retailers in other lines than lumber but it nevertheless must be true to perhaps a less

marked degree in come tion with the bunder business because of the claim made, in behalf of the circular, of "evolusive attention." The arriele compares the cost of getting out this plan of advertising literature with the cost of conservative advertising in the right trade paper mediums and scores a point in behalf of the trade press, stating that it represents an organized medium of publicity, compared to a clearing house or public market. The article points out another phase of the situation which Hardwood Recomb has maintained for years,—namely, that the growth of the advertising section of a trade paper does not militate against its efficiency but has the direct reverse effect in that because of the growth of the advertising section the revenue of the paper increases and hence affords a means for improving its prestige and power through improvement in general character of the publication. The article goes on to say that dollar for dollar, idea for idea, the opportunities for cashing in are much greater in the trade press than in the trade circular.

This opinion, coming from such an impartial medium as "Printers' Ink." should at least command the attention of those lumbermen who are interested in medern ideas of merchandising.

#### Warns Against the General Use of Catalpa

The New York State College of Forestry suggests that during the past fall numerous inquirles have been coming in regarding the value of hardy catalpa for planting in central and northern New York. Many land owners have been induced to plant this tree because of statements regarding its rapid growth and durability, and without doubt much planting has been done that will result in failure.

The hardy catalpa is a native of river bottoms in the Middle West, where under favorable conditions it makes exceedingly rapid growth. The wood, after thorough seasoning, is very durable when used as fence posts or wherever it comes in contact with the soil. Because of its rapid growth and durability and because of the sase with which nursories propogate it from seed, it has been exploited very widely throughout the country. The college of forestry believes that it has been too widely planted in New York state. The hardy catalpa is a specialized forest crop requiring good soil and more care than the ordinary farmer or land owner can give it. If one is willing to devote two or three acres of good agricultural soil to this catalpa and cultivate once or twice a year for the first three or four years as well as to prune it annually so as to force the trunk to make a clean upright growth, it will probably give fence posts in as short a time as any other tree in the state. However, it is not good policy to plant land of any agricultural value to trees.

#### To Prevent White Ants from Attacking Wood

The Bureau of Entomology, through its Branch of Forest Insects under the charge of Dr. A. D. Hopkins, has been conducting experiments with woods treated by various methods to determine how they may be protected from injury by our native white ants. Experiments are also under way to determine the immunity or relative resistance of various native and tropical species of untreated wood to white ant attack.

The specialist in charge of these experiments has submitted a report on the treated and untreated woods, which have been subjected to attack from white ants for from five to twelve months. Yellow pine stakes charred by burning for about five minutes were attacked at the end of one year, and this treatment only delays attack. Yellow pine stakes impregnated by the "open tank" method, with coal tar and wood creosotes; dipping and brush treatments with wood and coal tar creosotes; and stakes treated by two closed cylinder pressure processes with several different creosote compounds were not attacked at the end of one year. Untreated alternating check stakes were attacked by white ants.

An examination of test blocks, showed that after being buried in the ground with infested logs for nearly six months, some of the blocks impregnated with parafine wax were attacked by white ants while wood treated with chlorinated naphthalene was not attacked. Untreated teak, greenheart and peroba test blocks—all tropical woods—were not attacked, while untreated white and red oak, sugar maple, birch, and red gum were attacked and more or less seriously damaged.

#### The Ginseng Craze

The American consul at Hongkong has made a report to this government on the ginseng situation which may be construed as a warning to persons who expect to get rich raising this root so highly prized by Chinese. The buyers on the other side of the sea refuse to pay as much for the cultivated article, and they are experts when ginseng is to be graded. They want the wild article, although they do not refuse to buy the garden product, but take it at a lower price.

"An idea among American growers which should be dispelled," says the consul, "is that ginseng is like any other root product which can be grown and marketed at so much per pound—so long as the root is firm and sound and free from mold and decay the better price will be paid for the firmer, larger, sounder root. Such is distinctly and definitely not the case. The value of ginseng is a matter of estimation; certain varieties in certain shapes and in certain conditions are esteemed the more highly. Into the determination of value enters not so much any actual virtue of the root—as a matter of fact the root in any shape and of any quality has very little real medicinal value—but what the Chinese regard as virtues, giving the root medicinal power.

"The central theory of the use of ginseng decoction is that it combines in itself the virtues of nature—wind, water, woods, the elements, and wild nature generally. Hence, the gnarled twisted wild root is the ideal quality of the root, and any domesticated or cultivated variety is merely a substitute. This substitute ought to be as near like the wild as possible. If the root grows in the shape of or seems to bear some resemblance, even by severe stretch of the imagination, to some animal, it has increased virtue in the trade. For this and similar reasons it is necessary that the small head of the root joined to the rest of the root by a small neck shall remain a part of the product. Breaking off such little heads reduces the value of the root in this market by fully half, as a rule. The root should be packed so as to prevent such breakage. Root to be acceptable should at least be rough and wrinkled, with the roughness running around the root in circles or spirals."

Cultivated roots are smoother, more shapely, than the wild, and this very quality cuts their value in half. Market quotations at Hongkong in September of this year ranged from \$11.52 to \$8.64 for the wild root and \$7.56 to \$5.04 for the cultivated.

"The above prices are for recognized grades," continues the report. "Most American ginseng is received here ungraded and a large portion of it grades as refuse at \$0.90 to \$2.88 gold per pound. On the other hand, extra fine wild ginseng would now bring \$18 to \$28.80 gold per pound. All the foregoing prices are simply comparative, but illustrate the course of the market."

#### Woods Colored by Burying

Some of the manufacturers of furniture and interior finish in Germany have discovered that certain woods may be given an attractive and durable color by burying in the earth. The woods which thus far have shown the best results are oak, elm, birch and spruce. The process consists in taking green wood and burying it in soil with which lime and other materials have been mixed, where it is left buried five months or more. By that time a fine color has been imparted, and the wood is used without paint or stain. It has likewise undergone a process of seasoning and it shows little tendency to warp or check.

## Hardwood News Notes

#### ────≺ MISCELLANEOUS ≻───

The C. B. French Cabinet Company, of Brooklyn, N. Y., has increased its capital stock to \$50,000.

It is reported that at Lexington, N. C., the Piedmont Lumber and Furniture Company is organizing.

The Nagle Cabinet and Show Case Company has been incorporated at Jersey City, N. J., with \$25,000 capital.

The Mitchell Hardwood Lumber Company of Mitchell, Ind., is reported to have increased its capital stock to \$25,000.

The Massachusetts Novelty Company has been incorporated at Boston, Mass. This company has \$3,000 capital stock.

The Kirkham-Mattson Company recently began business in Ovid, Mich. The company will manufacture interior finish.

The Foster Chair Company has started business at Huntington, W. Va. This is an incorporated concern with \$75,000 capital.

The Henderson Brothers Lumber Company has incorporated at Clarksburg, W. Va. This concern has a capital stock of \$10,000.

The Florida Show Case Company has been incorporated at Tallahassee,

Fla. The company has an authorized capital stock of \$15,000.

The Crossett Hardwood Lumber Company has been incorporated at

Wilmington, Del. This concern will have a capital stock of \$500,000.

The Muskogee Wagon Wood Company is the style of a new concern at

Muskogee, Okla. The company is incorporated and capitalized at \$50,000.

The Marion Bench and Cabinet Company has been incorporated at

Marion, Ind. The company will manufacture the lines of goods as shown in its title and will operate with an authorized capital stock of \$30,000.

The Appalachia Lumber Company of Columbus, O., announces that after November 24 that concern will occupy suite 1914 in the Union Central Life Building, Cincinnati, O. The officers of this company are J. S. Walker, president; D. H. Moul, vice-president and general manager, and W. L. Cortelyou, secretary and treasurer.

#### ——— < CHICAGO >———

E. E. Taenzer of the E. E. Taenzer Lumber Company, Memphis, Tenn., spent several days of last week in Chicago.

The Lumbermen's Association of Chicago is holding a meeting today, November 25, as Hardwood Record comes from the press. The meeting will be in the form of a regular luncheon and business session to be held in the main dining room, first floor of the LaSalle hotel, at 12:30. The meeting is to be addressed by Harry A. Wheeler of Chicago, president of the Chamber of Commerce of the United States.

Frank Purcell, the walnut man of Kansas City, Mo., spent several days of last week in Chicago on business. Mr. Purcell has for years been widely known as one of the most expert handlers of high-grade walnut in the country. In speaking of the foreign market in walnut, Mr. Purcell said there is reason to believe that present prohibitive ocean freight rates will not hold as strongly as at present, and that the now stack

conditions abroad will be made individual improved within the coalise of all few months

R E Pukrel and S G Hascall, president and vice president, respectively, of the Fickrel Walnut Company or St Louis, Me, were prominent visitors in the local newlect bridge several days of last week.

G ven Platen and M. J. Lox of the Von Platen Lumber Company, Grand-Rapids and Iron Mountain, Mich., were in Chicago several days of last week in business.

W. T. Culver of the Stearns Sait & Lumber Company, Ludington, Mich spent a few days in Chroage receptly

A.L.Dennis of the A. L. Dennis Salt & Lumber Company, Grand Rapids, Mich., was one of the prominent visitors to this market last week.

f A Diggins of the Commor Diggins Company and Murphy & Diggins Cadillac, Mich., spent several days in Chicago recently.

J. V. Stimson of Huntingburg, Ind., and his brother, D. C. Stimson of J. V. Stimson & Co., Owenshoro, Ky., spent several days together in Chicago recently.

John Penrod of the Penrod Walnut & Veneer Company, Kansas City, Mo., returned several days ago from an extensive trip to the Caucasus Mountains, with R. S. Bacon of the R. S. Bacon Veneer Company, Chicago. Mr. Penrod returned to Kansas City via Chicago, where he stopped over for several days.

George W. Hartzell of Dayton, O., was in this city several days of last

A. Schmidt & H. Heidt, the walnut men of Cincinnati, O., were in this city together for several days recently on business.

The Lumbermen's Club of Chicago held an informal dance at the club rooms. Wednesday evening, November 19. The special feature of the centertainment was the presence of Miss Ruth Stonehouse, who gave instructions in the various new dances which have become such a rage

James C. West president of the Midland Lumber Company, Parkersburg W. Va., was in Chicago on business Wednesday of last week.

William Clancy, president of the Lumbermen's Credit Association. Chicago, has just returned from a trip to New York, where he went with his New York manager, Walter P. MacCabe. Mr. MacCabe succeeds the late Arthur E. Day.

H. T. Below of the Below Lumber Company, Marshfield, Wis., was in Chicago for a couple of days last week.

J. A. Newlin, engineer in timber tests at the government laboratory at Madison, Wis., spent several days in Chicago last week in various box factories collecting data to be used in connection with investigations of strength and efficiency of packing boxes. Mr. Newlin is a farmer as well as an engineer and went from Chicago to his Indiana farm to spend a short vacation and build a barn.

The Progressive Lumber Company of Chicago is reported to have in

creased its capital stock to \$30,000.

It is reported at Chicago that the Chicago Embossed Moulding Company

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has sustained an involuntary petition in bankruptcy.

A decision rendered in Brooklyn recently in the case of the govern ment against the defunct Maley, Thompson & Moffet Company, Cincinnati, was adverse to the lumber company. The government charged undervaluation on a quantity of mahogany lumber brought from Havana in December, 1909. The court decided 1.148 feet subject to forfeiture.

M. S. Cooper, representing the Precious Woods Handling Company, Bayonne and New York City, is on a business trip to Europe. He will visit the principal foreign markets, giving special attention to the veneer and log branches. This company uses a large amount of this class of stock.

B. P. Salmon, manufacturers' agent handling a complete line of mill-work, has taken offices in the new Woolworth building. He represents the M. B. Farrin Lumber Company, Cincinnari; Cream City Sash & Door Company, Milwaukee; the Sells Lumber & Manufacturing Company, Johnson City, Tean.; the G. A. Clark Company, Sydney, N. Y., and the Crandall Panel Company, Brockton, N. Y.

The Stevens-Eaton Company has made arrangements for and is now ready to ship mixed cars of hardwoods from stock in the yards at Elkins. W. Va. This arrangement follows the trend of the present market which seems to be for immediate needs almost entirely. Mr. Stevens, head of the company, is on a business trip to the West coast.

S. E. Slaymaker, head of S. E. Slaymaker & Co., has purchased a summer home in Pennsylvania. It is known as Honeywood farm and is said to be a model in the state. The property is near Sunbury and includes forty-five acres. A large house and outbuildings are on the land. Mr. Slaymaker is negotiating for an additional tract of adjoining land consisting of 100 acres.

New York Hoo-Hoo turned out in good numbers November 14 when a concatenation was held at Risenwebers Circle hotel. About forty kittens were on hand and the class of candidates kept the working nine busy. A beefsteak dinner was served after the ceremonies had been performed. A number of prominent out of town Hoo-Hoo were present, including Supreme Servieendor W. M. Stephenson of St. Louis.

E. M. Vestal of the Vestal Lumber and Manufacturing Company, hardwood operator of Knoxville. Tenn., was a visitor to New York during the fortnight. He made the trip with a party of friends by motor car.

#### =≺ BUFFALO >====

T. H. Wall of the Buffalo Hardwood Lumber Company, and Walter Laidinw of the Toronto office of the R. Laidiaw Lumber Company, have lately been spending some time in a hunting trip in Canada.

Charles Perrin of Blakeslee, Perrin & Darling, has returned from the South, where he spent about ten days calling on hardwood mills with which his firm has contracts.

The National Lumber Company finds a very fair demand for flooring in both oak and maple, with some trouble in getting stock on account of a growing searcity of cars at the mills.

G. Ellas & Bro, have been quite busy handling lumber received by lake, mostly white pine and hemiotk. Three vessels arrived in October and one large cargo within the past two weeks.

Miller, Sturm & Miller have lately been getting in a nice stock of quartered oak, for which there is a fair demand, although general hardwood trade is not very active.

I. N. Stewart states that there is now relatively more demand for chestnut and poplar than for some time in this market and that plain oak is not quite as active as it was.

T. Sullivan & Co. are getting in a lot of brown ash, which is selling in good shape at present. There is also said to be a very fair demand for maple, and October hardwood trade was satisfactors.

O. E. Yeager calls the hardwood trade fair this month, although not as active as some time ago. The demand at the yard includes quartered oak to a fair extent, also plain oak and poplar.

The Hugh McLean Lumber Company says there is quite a shortage of oak logs in the Memphis district at present. Trade in quartered and plain oak at the local yard is fair.

Anthony Miller finds hardwood trade rather quiet for November, though he is moving a fair amount of several hardwood stocks. The yard has not been getting in much lumber of late, but has a good supply.

A. J. Chestnut has lately been spending considerable time in New England, looking after mill interests in which he is interested. He reports a fair demand for hardwoods.

The barge Pendell, bound up for lumber, in tow of the steamer Wyoming, broke away from her and is now ashore at Harbor Springs, about fifty miles above Port Huron. It was the intention of the owners, Hamilton H. Salmon & Co., to load her at Munising for the Buffalo yard, but she will not be in shape to take another cargo this year.

H. A. Stewart, who severed his connection with the firm of I, N. Stewart & Bro, some weeks ago, with the intention of locating on the Pacific coast in the lumber business, reports from Portland, Ore., where he will look about for some time before taking up active business.

J. N. Scatcherd has been spending some time lately at the Batavia hard-wood doormill, which his firm controls. Business is good with the mill, but orders are not very far ahead.

#### ───≺ PHILADELPHIA ≻──

J. F. Troth of the J. S. Kent Company says business is no worse than a fortnight ago, and the total of small orders averages up pretty well. He does not look for any important change until spring.

W. A. Jackson of the Jackson-Wyatt Lumber Company, reports a slightly increased activity, but prices are still cratic. No positive betterment is looked for until after the holidays.

W. J. Mingus of Mingus & Rutter says business is spasmodic and hard work is required to sell goods at this time. Prices are not as bad as might be expected.

Among the prominent citizens named by Mayor Blankenburg to represent the city at the Fifth National Conservation Congress, held in Washington, D. C., on November 18, 19 and 20, was the weil-known hardwood lumberman, Emil Guenther of the Guenther Lumber Company, who is a great admirer and friend of the mayor.

Fire visited the plant of the Kensington Wood-turning mill, 1939 East York street, on November 13. The damage is estimated at \$10,000.

The Pearson and Ludascher Lumber Company is constantly increasing its already large lumber sheds and mills in preparation for the handling of west coast woods via the Panama canal. It recently filled an order for 500,000 feet of shortleaf pine for shipment to South America. The planing mill of this company is reported one of the most modern of its kind in the country.

The Floyd Lumber Company has engaged Harry Snowden, formerly with the Robert W. Highle Company, New York, as salesman to look after the metropolitan territory.

At the last meeting of the Philadelphia Wholesale Lumber Dealers' Association it was decided that a dinner be held at Kugler's restaurant, on November 21, to which all the salesmen in the employ of the members be invited. This is a new social feature which bids fair to meet with much favor. On this occasion Herbert N. Casson of New York, whose reputation as an interesting speaker on trade matters is well known, addressed the diners on efficient salesmanship.

The famous Sawdust Club of the Union League, composed of lumbermen who are also members of the league, will hold its annual banquet on December 12.

#### ===< BOSTON >-----

The directors of the Connecticut Valley Lumber Company, Boston, have voted to pay the normal income tax of one per cent on the first mortgage

six per cent bonds of the company due 1933, of which there are \$2.115,000 outstanding.

John E. Ray has become general manager of the Annis Grain & Lumber Company of Londonderry, N. H. He succeeds D. F. Perkins, who is a part owner in the business

The J. R. Brawn Company, Wallingford, has been incorporated, to deal in lumber, with a capital stock of \$5,000. The incorporators are J. R. Brown, George S. Wilcox and C. H. Cheney, all of Wallingford.

The storchouse of the H. C. Wood Company, Westfield, Mass., has been badly damaged by fire, causing considerable loss to building and lumber stored therein.

H. W. Eaton, well-known Maine lumberman, died at his home in St. Croix, Mc., a few days ago. Mr. Eaton was formerly of the firm of Eaton Brothers, but refired from active business about twenty vears ago.

The Readsboro Chair Company has been organized to manufacture and sell chairs and other wooden furniture. The incorporators are William H. Pritchard, North Adams, Mass.; Charles H. Keith, Greenfield, and Charles A. Bovden, Brattleboro, Vt.

The mill of Gilbert M. Bradford at Williamsburg, Mass., has been destroyed by fire

A petition was filed for the dissolution of the C. H. Annable Lumber Company, Springfield, Mass. The petition was signed by the president. C. H. Annable, who states that the company has no liabilities and that the property has been sold and divided among the shareholders. No reorganization is planned.

The Colonial Lumber Company, Boston, has been organized with a capital stock of \$350,000. The incorporators are Grafton D. Cushing, Ira G. Hersey, Walter F. Dixon, J. Randolph Coolidge, 3rd, and John Ruffum

#### ───≺ PITTSBURGH ≻──

II. F. Domhoff, president of the Acorn Lumber Company, is in New Orleans on a business trip. The hardwood business of the Acorn company has been very satisfactory until very recently.

The Johnson-Davies Lumber Company started another bardwood mill in Butler county, Pa., last week. Its plants there are now cutting 25,000 feet a 'day.

G. M. Chambers, sales manager of the Kendall Lumber Company, spent a few days in Donora, S. C., recently looking over the operation which the Kendalls recently took over from the old Thornwood Lumber Company.

J. N. Woolett, president of the Aberdeen Lumber Company, finds some



#### Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best foreign houses are taking up my logs on my own recommendation.

My supply enables me to fill orders of any size in carload lots without delay.

#### Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured walnut in long wood and stumps contains only the choicest in figure and curl that can be found.

All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for the knife.

Youwill lose nothing by trying me on your next inquiry.

FRANK PURCELL E Kansas City, Mo., U.S. A. slowing down in the gum and cottonwood business. Manufacturers are not inclined to figure on next year's lumber, he says.

E. H. Shreiner, president of the E. H. Shreiner Lumber Company, made quite a long trip among Canadian manufacturers this month. He finds money there unusually tight and lumber buying slow in consequence.

The Pittsburgh Lumbermen's Club will give a vaudeville and moving picture entertainment at the German Club House on Craft avenue, the evening of December 3, at which all the wives of the members are expected to be present.

The Thorny Creek Lumber Company of this city has completed its organization with a capital of \$325,000 to operate in Pocahontas county, W. Va. The members are D. C. Willis, S. A. McMullen, G. W. Eisenbeis, S. Baily, Jr., H. M. Landis, all of Pittsburgh.

The Nusbaum Chemical Company of Bradford, Pa., has taken over all the timberland of the Quintuple Oil Company amounting to about 3,700 acres. This will give it enough timber for its operations for eight years.

J. E. Ast of the Mutual Lumber Company reports no let-up in buying of good hardwood. He finds manufacturing trade fair and predicts a good

year in 1914.

The West Penn Lumber Company had in October by far the best month in its history. It has a splendid line of trade with the big corporations and industrial concerns of Pittsburgh.

I. F. Balsiey of the Balsley & McCracken Company spent a few days in the eastern market lately. Orders are coming mighty slow but after all the trade is not half bad with this concern.

E. V. Babcock of the Babcock Lumber Company is being warmly congratulated on all sides for the aggressive part he took in the recent election of Joseph G. Armstrong as mayor of Pittsburgh. Mr. Babcock is chairman of the Business Men's Committee of 100 which clinched Mr. Armstrong's election.

#### =≺ BALTIMORE >=

George Heintz, who was arrested several weeks ago on charges of having set fire to a number of lumber yards and woodworking establishments in South Baltimore, pleaded guilty when arraigned in court, and was held for an examination as to his sanity. Within the period of a few months last spring and summer, Heintz, it is alleged, started a number of fires, one place being set ablaze not less than four or five times.

While the Baltimore Lumber Exchange did not make an exhibit of lumber and other wood products at the exposition arranged in connection with the Maryland Week at the Flifth Regiment Armory last week, the State Forestry Bureau has made an interesting and instructive display of the timber resources of the State, showing cross sections and veneers of the different woods to be found in the State, and giving much other valuable information.

The property of the Walbrook Mill and Supply Company, at Clifton and Braddish avenues, in the northwestern section of the city, has been purchased by the Independent Casket Company, heretofore located on Calvert street, and will be occupied shortly by the purchaser. The affairs of the Walbrook Company have been in process of readjustment within the

Railroad men to the number of 125 were in Baltimore last week to attend the eighth semi-annual meeting of the Railway Development Association, an organization formed to discuss and promote the development of the territory through which the railroads represented by the members run. The Association represents about 200,000 miles of road, and is doing much in the way of co-operation to attract settlers for vacant farm lands, and to encourage the development of natural resources. A number of the members made addresses on topics connected with the work of the organization.

#### —≺ COLUMBUS ≻—

The report of the city building inspector for the month of October shows that there were 271 permits issued for the month, having a valuation of \$590,005 as compared with 264 permits and a valuation of \$341,983 in October, 1912. For the first ten months of the year 1913 the number of permits issued was 3,687, with a valuation of \$4,667,088, as compared with 2,369 permits having a valuation of \$4,269,843 for the first ten months of the year 1912.

The Lowellville Lumber Company of Lowellville, O., has been incorporated with a capital stock of \$15.000 to deal in all kinds of lumber. The porators are O. L. Jacobs, M. A. McLure, B. M. Campbell, H. H. Jacobs, Orrin Jacobs and Edward Jacobs.

The Bucyrus Lumber Company, just incorporated, of Bucyrus, O., with a capital of \$100,000, will take over the business of the White Lumber Company, Coutler & Co. and the Vollrath Mill. Seventy-five men will be employed and yards will be maintained as the distributing yards of the company.

The H. R. Allen Company has employed S. M. Marks, formerly with the Nicola, Stone & Myers Company of Cleveland, to travel southwestern Ohio.

There is a big building boom in the cities and towns along the Ohio river in the southeastern part of the state. This is especially true at Yorkville and Tiltonsville, north of Martins Ferry, O. Included in the building boom are a number of large manufacturing plants.

It is reported on good authority that Cole & Crane of Cincinnati, extensive lumber dealers, have purchased the lumber mill of the Ivory &

Huntington Lumber Company, located on Pizeon Creek, W. Va., and will move the plant to Mason County, Ky

R W Horton of the W. M Ritter Lumber Company says there is a pretty good demand for hardwoods both from factories and yards. The are the lest buyers at this time Concerns making furniture implements and vehicles are in the market for small orders. Prices are profits were maintained and no cutting of any consequence is reported The car shortage is interfering with shipments to a certain extent.

J. R. Gobey of John R. Gobey & Co. says the hardwood trade is holding up well and prices are as good as could be expected.

J. A. Ferd of the Imperial Lumber Company says there is a good Temand for hardwoods at this time. The recent storm cut off the supply to a

A. C. Davis of the A. C. Davis Lumber Company says there is a good market for all varieties and grades of hardwoods with prices holding up

#### -----≺ TOLEDO >=

The Toledo Bending Company reports that business has been dull for some time past. The call for wagon rims has fallen off and the trade in automobile rims has not improved sufficiently to offset the slow wagor wheel demand. It is believed that conditions will be greatly improved when automobile wheels have been standardized, a condition to which this concern is looking forward at an early date.

The Toledo Carriage Woodworking Company reports business a trifle off just at present, but declares that spring prospects are looking fine.
President L. E. Gottshall of the Gottshall Manufacturing Company

has just returned from a trip to Chicago where he went to purchase equipment for the new band mill to be erected by the concern in Fulton county. The Gottshall Manufacturing Company recently purchased several hundred acres of virgin hardwood forest, a commodity hard to find in the state of Ohio at this date.

We are holding our own," was the statement issued by the Skinner Bending Company, "Wagon rims are a little slow but the big demand for longey wheels has more than made up for the short demand in wagon business. We are selling about all the goods we can turn out and there is no indication of a slump." This concern operates in territory covering a radius of 500 miles of Toledo.

Aaron L. Kelsey, one of the old-time lumber dealers of Toledo, doing business when Toledo was but a struggling village and the surrounding country covered with a rich growth of the finest kind of hardwood lumber, died at his Summit street home here recently. He was aged ninety-one years. He came to Toledo in 1850 and was at first interested in lake pavigation. He formed a partnership with Nathan Reeve in 1856 and for thirty years conducted a lumber business here, leaving his son, H. Reeve Kelsey, to carry it on after his retirement. The firm is now one of the most important lumber concerns in this section and is known as Kelsey & Freeman. Mr. Kelsev was instrumental in bringing the Milburn Wagon Works to Toledo.

W. T. Hubbard, a prominent Toledo hardwood man, reports business a little dull just at present, with oak holding firm both in demand and price. Mr. Hubbard has a full line of hardwood stocks and is prepared to take care of all orders with which his concern is favored.

The Auglaize Furniture Company has been organized at New Bremen, O., with a capital stock of \$60,000. The incorporators are Julius Boesel, F. W. Bruns, Henry Dierker, F. W. Creber and Louis Huenke. This concern replaces the Klanke Furniture Company whose plant was destroyed by fire, the concern locating at Piqua, O.

The Geo. B. Bice Company of Wapskoneta, O., has been incorporated for \$10,000. The incorporators are L. M. Bice, C. E. Bice, L. A. Bice, G. G. Blee and Geo. W. Ozias of Payton

#### =≺ INDIANAPOLIS ≻=

The Mitchell Hardwood Lumber Company, Mitchell, Ind., has increased its capitalization \$10,000.

About \$500 loss by fire was caused a few days ago in the drying house

of the Indianapolis Sawed Veneer Company.

The finished veneer warehouse of the Roberts & Conner Company at New Albany was damaged about \$3,500 by fire recently, which originated

in an adjacent flour mill. Incubators and refrigerators will be manufactured by the newly organized People's Manufacturing Company at Greenfield, which has been incorporated with \$25,000 capital stock. Those interested are J. A. Johnson,

W. W. McCole and Homer Smith. The city council has passed a new building code in which it is required that all interior trim, doors, window sashes, etc., shall be of metal in fireproof buildings and all structures more than ninety feet high must be

fireproof. With an authorized capitalization of \$100,000, the Goshen Sash and Door Company has been organized and incorporated at Goshen. The principal stockholders are Henry R. Whitmer, Mary L. Whitmer and J. M. Farrell.

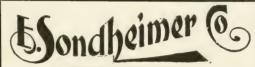
Some interesting data in regard to the local hardwood industry has been compiled as follows: The National Vencer and Lumber Company has an output of 4,000,000 feet of quartered oak veener annually; the Interior Hardwood Company uses 2,000,000 feet of hardwood lumber annually in the manufacture of flooring; the Central Veneer Company manufactures 6,000,000 feet of oak and mahogany veneers a year; the Indianapolis Sawed Veneer Company turns out 4,000,000 feet of oak and mahogany Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

Bluestone Land & Lumber Company MANUFACTURERS

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock Band Sawed Stock RIDGWAY MILL FACILITIES COMPLETE PLANING PENNSYLVANIA



Wholesale Manufacturers and Exporters RED GUM

SAP GUM COTTONWOOD **CYPRESS** ASH

PLAIN OAK

All Grades and Thicknesses QUARTERED OAK HICKORY

We make a specialty of mixed cars of Sup and Red Gum, One-half to Two inches thick.

SOFT ELM SYCAMORE

#### VANDEN BOOM-STIMSON LUMBER COMPANY

Manufacturers Southern Hardwoods Red Ourn a Specialty

Memphis

Tennessee

#### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE ENGINEERS

Clarence W. Griffith Porter Building. Memphis, Tenn.

## The Mossman Lumber Co., Inc.

#### Manufacturers

plain and quartered red and white one, ash, gum and poplar, tr tr 

ALSO FULLY EQUIPT DIMENSION PLANT

Membris.

## RED GUM

## OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

## Southern Hardwoods

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK Postoffice and Telegraph Office.

HETH, ARK.

Send your inquiries for

## RED GUM

and other

SOUTHERN HARDWOODS

W. W. GARY, "

INVERNESS,

## ARCHER LUMBER COMPANY

Manufacturers of

## **HARDWOODS**

SPECIAL ITEMS THIS MONTH

PLAIN RED GUM

QTRD. RED GUM

248,075' 4/4 1s & 2s.

7,716' 4/4 1s & 2s

402,222' 4/4 No. 1 C.

12,235′ 4/4 No. 1 C.

79,645' 6/4 No. 1 C. 47,288' 8/4 1s & 2s. 6,219' 6/4 1s & 2s. 26,805' 6/4 No. 1 C.

## ST. FRANCIS BASIN RED GUM

4/4	1st & 2nd 150,000
4/4	No. 1 common200,00
6/4	No. 1 common
8/4	1st & 2nd 25,00
4/4	Com. & Better quartered 90,00
5/4	Com. & Better quartered . 5,00
C/A	Com & Botter quartered . 10.00

Dry, fine average widths 75% 14 and 16 ft.

## Geo. C. Brown & Company

Proctor, Ark. 1 hour from Memphis on C. R. I. & P. Ry.

veneer a year, the Eaglesheld-Stewart Company minufactures 1,200,000 square teet of parquetry and wood mosaic flooring a year; the Adams & Raymond Veneer Company has an output of 85,000 feet of rotary and sliced veneers a day.

#### → NASHVILLE >=

The Nashville Manufacturers' Association has opened a permanent exhibit of Nashville made products in a five-story building on Third avenue in the central part of the city. The Nashville Lumbermen's Club has an attractive exhibit of hardwoods and products, giving a very comprehensive idea of the industry in this section. There are about 400 manufacturers in the city, with about 100 represented in the manufacturers' building.

The Coosawater Lumber Company is the name of a strong lumber company that has been organized at Cookeville, Tenn, with authorized capital stock of \$25,000. The company has been incorporated by J. C. McDearman, J. A. Lambert, John J. Gore, D. H. Morgan and S. A. Morgan, and will do a general business of buying, selling and sawing lumber.

The Greeneville Chair Company, which has been manufacturing 1.000 chairs daily, and recently operated by a receiver, has closed down. It is thought that the company has been sold under the receivership and reorganized. It employs about 400 men.

The Milne Chair Company has recently installed a plant at Chattanooga at a cost of about \$200,000. The company was formerly located at Cleveland, Tenn., and had a disastrous fire, after which it was decided to remove to Chattanooga.

About fifteen members of the Nashville Lumbermen's Club, and also members of the Louisville Hardwood Club went to Memphis November 14, and were royally entertained for the day by the members of the club there. The southern clubs have been having a series of social meetings the past year, which have accomplished much in bringing about more cordial business relations.

George N. Welch of Monterey has recently moved with his family to a handsome suburban home purchased near this city. Mr. Welch is head of the Monterey Barrel & Heading Company, a wealthy concern, and has large lumber and timber interests.

John B. Ransom, Jr., and Thomas R. LeSueur of John B. Ransom & Co. have gone to Lee county, Arkansas, where they will spend a week or two duck hunting.

Forest fires were recently discovered on the Tennessee-Kentucky line, and were extinguished by T. G. Ford, Warden of Bell county, Kentucky, with the aid of a volunteer crew. The Kentucky Forestry Department has been active in efforts to prevent forest fires, and claims that the slopes of Tennessee and Virginia are a constant menace to forests of Kentucky.

The City Board of Commissioners of Nashville has made a request of the officials of the Louisville & Nashville Raiiroad and Nashville, Chattanoga & St. Louis Raiiway to appear and show cause why they should not grant more satisfactory switching privileges in local terminals to the Tennessee Central Raiiroad. The Tennessee Central entered Nashville eight or ten years ago, and the old lines have charged such high switching rates as to make joint business almost prolibitive. The action of the commissioners will be watched with interest by lumber shippers as well as all others. The case is set for hearing November 25.

#### -----<-- *MEMPHIS* ≻=

Stiritts Brothers of Illinois have purchased seven hundred acres of timberland in Poinsett county, Arkansas, and will install a mill for the development of the timber thereon. As soon as the land has been cleared it will be sold for agricultural purposes.

The Lumbermen's Club of Columbus Miss., has perfected organization, with the following officers: D. F. McCullough, president of the Columbus Lumber Company, president; Thomas Robertson and G. M. Flynn, vice-presidents; C. H. Hale, secretary. A committee of three has been appointed to arrange for quarters for the new organization.

J. T. Willingham, president of the Tennessee Manufacturers' Association, and C. C. Gilbert, secretary of that organization, will attend the big meeting of the manufacturers of the Mississippi valley to be held in Chicago December 3 under the auspices of the Illinois Manufacturers' Association. Mr. Willingham, who is president of the Memphis Coffin Company, is one of the most prominent manufacturers in this part of the South. There are a number of prominent lumber firms identified with the Tennessee Manufacturers' Association. including the Anderson-Tully Company and other prominent woodworking concerns. The Tennessee Manufacturers' Association is seriously considering the appointment of a secretary to look exclusively after export trades in view of the early opening of the Panama canal. His duties would be largely with the Latin countries of South America with which some business in lumber and lumber products has already been worked up. It is believed that this would greatly increase this business and that it would be a good lumber interests are pleased with this prospect.

The Helena and Southwestern Railroad Company has taken out a charter under the laws of Arkansas for the purpose of building a railroad from West Helena to the timberland holdings of the Chicago Mill and Lumber Company. The latter firm is back of the railroad, which is capitalized at \$100.000. The Chicago Mill and Lumber Company is completing a big hardwood mill, veneer plant and box factory at West

Helena and the read is planned primarily to aid in the development of the timmer to be used in this plant

J. H. Townsend, general manager of the Southern Hardwood Traffic Rufeau has returned from this (20 where he went to appear before the Interstate Commerce Commission in the case of the Anderson Tully Company against the Vicksburg Shoveport and Pacific Railroad involv ing a rate of twenty cents per hundred on box material from Vicksburg to Port Arthur, Tex. The bureau filed a petition with the commission asking that the rate be made fifteen cents instead of twenty cents. If the bureau is successful in securing a lower rate from Vicksburg to points in Texas efforts will be made by that body to secure rates from Memphis to all destinations in the Lone Star state. Harry Anderson, attorney of record, and W. B. Morgan, secretary-treasurer of the Anderson Tully company, accompanied Mr. Townshend to Chicago

The railroads west of the Mississippi river have announced an advance of from one to five cents per hundred pounds on shipments of hardwood lumber from points in the Memphis territory to Canadian destinations, effective January 1. The Southern Hardwood Traffic Bureau has already protested against the proposed advances and it is expected that the commission will suspend the higher tariffs until a hearing has been held The railroads both east and west of the Mississippi river in September, 1912, filed higher tariffs covering the same destinations but the bureau was successful in defeating the higher rates. The present advance differs from that proposed in the previous instance in the respect that this was attempted only by the roads west of the river. The eastern lines have not given any intimation as to their cour

Price & Norris are constructing a mill at Yazoo City, Miss., for the purpose of manufacturing shuttle blocks for export. The plant will be in readiness for operation within the next few weeks. Dogwood and persimmon are largely used for the manufacture of these blocks and the owners of the mill have secured the timber rights on about 10,000 acres Mr. Price has been operating a mill at Hattiesburg but has decided on Yazoo City on account of the better timber supply. Practically all of the output is exported and it will amount to from 2,000,000 to 2,500,000 blocks annually.

The Hines Lumber Company has purchased the shingle mill of Mingle & Hearn at Trezevant, Tenn., and has leased this to Goodwin & Scott, who will operate it in future. A considerable quantity of cypress tim ber was included in the transfer and the lessees will develop it.

A plant for the manufacture of barrel hoops will be established at Greenwood, Miss. It is to be owned by Messrs. Myers and Swauk. They have selected this location on account of the abundance of elm timber in that territory. The average capacity will be about two carloads a week.

The F. T. Dooley Lumber Company has completed the installation of yards on the same ground formerly used by the Dooley-Stern Lumber Company and has erected an office building and other accessories. The firm will remove to the new office shortly. The F. T. Dooley Lumber Company is engaged in handling lumber at wholesale.

#### ------≺ ST. LOUIS ≻=

W. W. Dings of the Garetson-Greason Lumber Company is out on the Pacific Coast on a recreation trip. He will be gone for two or three weeks.

C. L. A. Beckers withdrew from the Beckers-Schnelle Lumber Company on November 1 and the Schnelle Lumber Company has succeeded to the business at the old stand.

E. W. Blumer, sales manager of the Lothman Cypress Company, is up in Michigan on a business trip for the company's Oshkosh sash and door

F. C. Harrington of the Thos. E. Powe Lumber Company has returned from a business trip in the East. He says he found trade conditions fairly satisfactory and believes business will be quite active in that section before a great while.

R. A. Hooton, president of the Hooton Hardwood Lumber Company, is at the St. Louis office of the company and will remain here until the first of the year. He came up from New Orleans where he has been considering a 12,000-acre hardwood lumber deal. R. U. Fletcher, the local manager, is down in Texas on a business trip.

President F. H. Smith of the Lumbermen's Exchange has named as delegates to the National Conservation Congress the following members of the Exchange: Charles E. Thomas, Thomas & Proetz Lumber Company: William Lothman of the Lothman Cypress Company, and George E. W. Luebrmann of the Chas. F. Luehrmann Hardwood Lumber Com-

The following gentlemen are the delegates named by President Smith The following rentemen are the designed blanch of the following rentemen are the designed blanch of the following the following the following foll Lumber Company, and J. R. Massengale.

R. F. Krebs was made chairman together with T. E. Powe and A. W. Johanning to represent the Exchange as the committee to make recommendations to the Board of Freeholders that is to draft a new city

The following resolution was passed at a meeting of the Exchange held November 15

WHEREAS, The interests of the shippers and receivers of lumber and ties of this state would be very much furthered by the establishment of an office of the Public Service Commission of Missouri in St. Louis, in

## Our Corps of Inspectors

Highly Trained! Intelligent! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

## Baker-Matthews Manufacturing Co.

Sikeston, Mo.

#### Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

## MILLER LUMBER CO.

Marianna, Arkansas

ST. FRANCIS BASIN RED GUM

We offer for immediate shipment:

5 Cars 4/4 1st & 2nd Red Gum 5 Cars 4/4 No. 1 Com. Red Gum 5 Cars 5/4 1st & 2nd Red Gum 2 Cars 5/4 No. 1 Com. Red Gum 2 Cars 6.4 1st & 2nd Red Gum 1 Car 6/4 No. 1 Com. Red Gum 1 Car 8/4 No. 1 Com. Red Gum 1 Car 8/4 1st & 2nd Red Gum 5 Cars 4'4 13 to 17" Gum Box Bds.

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

## **Ouartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better

Mark H. Brown Lumber Company Mounds, Ark. **Hardwood Manufacturers** 

Eleven Miles West of Memphis, Tenn.

## raetzer-cure

¶ Kraetzer-Cured lumber is susceptible of being thoroughly air dried or kiln dried in less than one-half the time ordinarily required for seasoning unsteamed wood.

¶ Kraetzer-Cured lumber does not caseharden, check, end-split or stain, and dries without warping or buckling.

■ Kraetzer-Cured lumber has a uniform tone of color. Its working qualities are greatly improved, and the beauty of the flake on quarter-sawed stock is enhanced.

■ Kraetzer-Cured lumber dries out to materially less weight than unsteamed wood, ranging from 200 to 500 pounds per thousand feet.

¶ Kraetzer-Cured lumber will neither shrink nor swell, and the grain will not raise when water stains are employed in finishing.

¶ Kraetzer-Cured lumber is not impaired in strength or quality by the process.

■ Kraetzer-Cured lumber eliminates all glue-joint troubles and "will stay where it is put."

A list of manufacturers of Kraetzer-Cured lumber will be supplied on application.

Kraetzer-Cured Lumber is produced by the use of the Kraetzer Preparator, manufactured by

The Kraetzer Company 537 S. Dearborn St., CHICAGO

TRADE MARK

raetzer-cure

which carvis located the meadquarters of numerous lumber and tie firms, representing a very large capital investment; be it nereby

representing a very large capital investment; he it nereby Resolved, That the Public Service Commission is urged to locate such an other in St. Louis for the convenience of both the Commission and the heavily interested lumber and tie firms mentioned; and be it further Resolved, That a copy of these resolutions be furnished the newspapers and that other business bodies of the city be requested to cooperate in the promuting of this other.

The Missouri Intrastate Rate Committee of the Exchange held a meet ing Wednesday atternoon, November 12, in the rooms of the Exchange, This committee is composed of two yard dealers, two tie firms and two manufacturers out in the State, all of whom are members of the Exchange. W. F. Woerner, Public Service Commissioner of Missouri, attended the meeting as an invited guest. There was a general discussion in regard to the troubles of the lumbermen of Missouri in securing the full value of the new rates, which the United States Supreme Court in a recent decision upheld as valid. These were laid before Mr. Woerner, who told the committee that there was a careful investigation being made and that the attorney for the Commission was familiarizing himself with all the facts and would secure a more thorough compliance with the law from the railroads. Specific information of law violations will be furnished the Commission by the Exchange.

#### ====≺ LOUISVILLE >=

The trip of the Louisville Hardwood Club to Memphis, November 14, provided an unusually enjoyable occasion, the Memphis Lumbermen's Club entertaining the Nashville and Louisville lumbermen with marked hospitality. Memphis was even more of a lumber town that day than usual, on account of the visiting clubmen being there, while a red gum meeting and a cooperage convention likewise brought to town a lot of people interested in forest products

It is probable that the Louisville Hardwood Club will celebrate a "ladies' night" in the near future. On previous occasions when ladies have been at club meetings the enjoyment has been sufficiently keen to

justify a repetition of the event.

Hughes Moore, heretofore engaged in the wholesaling of yellow pine and other woods used for building purposes, has joined the sales department of the W. P. Brown & Sons Lumber Company. This concern is now making some yellow pine at its Fayette, Ala., mill., so that the acquisition of Mr. Moore is regarded as a wise stroke.

W. H. Vanderbilt, formerly with R. J. Darnell, Inc., of Memphis, and the Grand Rapids Veneer Works, has become assistant superintendent of the

Louisville Veneer Mills.

A good demand for dimension stock is reported by the C. C. Mengel & Bro. Company, whose business in this direction is handled by Emmet Ford. The dimension mill is being run up to capacity right along.

The Ohio river rose sufficiently last week to make some of the lumber men on the Point wonder whether they were in for another flood, but cold weather stopped the rise before it was anywhere near the danger line. The engineers of the city are trying to figure out a practicable plan for filling in the Point so as to eliminate flood danger, and the lumbermen in that section are hopeful that their efforts will amount to something.

K. W. Hobart and W. E. Chamberlain, with Hobart & Co. and John M. Woods & Co., respectively, were Boston lumbermen in the Louisville

market recently.

Prospects with interior finish manufacturers are good, most of the hardwood men report. This seems to indicate that 1914 will make up for the poor business done in this line during the current year.

#### — ≺ ARKANSAS >=

The Kansas City Hardwood Flooring Company, which erected a large plant in the Little Rock factory district during the summer months, is now operating under full sway. The plant was completed and began operations in September of this year, but not until recently has it been able to run with a full force. They are now turning out about 35.000 feet of finished products daily.

Mr. Phillip Slimmer of the Slimmer Manufacturing Company of Chicago is at present in Little Rock to superintend the construction of the new factory buildings which that concern is building in Little Rock's Factoria Addition. This plant will be pushed with the greatest possible speed to completion, when it will be used for the manufacture of bookcases, china cabinets and like commodities.

On November 11 the Little Rock Handle Factory filed a certificate of surrender of charter with the Secretary of State of Arkansas.

The Chess & Wymond Stave Company of Mountain View, Ark., has recently installed two big stave mills in the country southeast of that The company is employing a large crew at each of these plants. and will work there throughout the winter.

According to report received in Little Rock on November 15, Federal Judge Sanborn, sitting at St. Paul, Minn., on Friday, November 14. refused to issue a temporary restraining order against the Railroad Commissioners of Arkansas, to prevent them from enforcing the flat rate on rough material. Mr. W. W. Wilson, President of the Arkansas Stave Manufacturers' Association, was advised of this ruling by telegram.

Stirritts Brothers have recently purchased a 700-acre tract of hardwood timber in the northwest portion of Poinsett county, and will erect a large sawmill as soon as the machinery can be shipped in. They pro pose to open up the land for agricultural purposes as fast as the timber is removed.

Captain W. L. Black of Mo.o. Ark on November 14, loaded and shipped what is regarded as probably the most valuable carboad of lickory timber that has been shipped out of Arkanisas this season Captain Black specializes in bush-guade stranght grain material which is especially valuable for golf stricks poles and shafts. He also makes a specialty of hickory carefully selected for use as spokes in racing automobiles.

Batesville, Ark., is suffering from a temporary wood famine. The Mount Olive Stave Company, which is the largest dealer is wood and fuel at that place, has announced that its supply is completely exhausted at present, and it will not be able to get a parther supply for some time. Most of the teams and wagens in the community are being used at present to haul the cotton products into market.

#### -----≺ WISCONSIN >---

The C. F. Kade Manufacturing Company at Plymouth has been placed in operation. The new company has begun the manufacture of office furniture and fixtures in a modern woodworking plant, which was built a few years ago and for some time occupied by the defunct Plymouth Veneer Company

The White Wagon Works Company, Sheboygan Falls, is contemplating the erection of a three-story warehouse, 50x100 feet, just south of its present factory building at Walnut street and Broadway, this fall.

At the recent annual meeting of the stockholders of the Phoenix Chair

Company, Sheboygan, the following were elected directors: Francis Williams, president; A. C. Hahn, secretary and treasurer; Mrs. Bridget Blackstock and W. H. Churchill of Milwaukee. Mr. Williams succeeds the late T. E. Blackstock as president.

A new sawmill will be erected at Malvern, a little Wisconsin village south of Rhinelander on the Northwestern line, by the Wausau Land Company. The plant will be modern in every respect and will employ a large number of men. It is said that the concern has sufficient standing timber in that locality to maintain the operation of the mill for ten years. Heavy logging operations will be carried on during the coming winter. The advent of the new industry has been a boom for the little village and a large number of residences will be erected for families of the employees.

The American Floor Surfacer Company, a Green Bay corporation, has filed an amendment to its articles of incorporation changing its name to

the Northern Floor Surfacer Company.

The Red Birch Lumber Company of Catawba has been taken over by the Beyer-Morner Lumber Company of Prentice. The new owners have taken possession of the affairs and properties of the Catawba concern.

The Advance Car Mover Company, located at the foot of John street in Appleton, has purchased the material and equipment of the Wagner Car Mover Handle Company of Anawa, which will be removed to Appleton and installed in the Advance company's plant. The equipment consists of gauge lathes and planers, and the material comprises 8,000 unfinished handles. Richard Miller, owner of the Advance company, has closed a deal for 10,000 feet of hard maple which will be used in the manufacture of car mover handles and handles for cant hooks and similar tools. The concern formerly purchased its finished handles from the Wagner com-

The Thompson-Spier Lumber Company of Menominee, which recently made heavy purchases of timber along the Milwaukee road in the Ontonagon district, is installing camps and planning for a big cut this winter. The company expects to cut about 10,000,000 feet which will be shipped to Menominee by rail for sawing.

The Flambeau River Lumber Company, Ladysmith, has finished its season's cut and is now closed down until spring. The employees will not be idle, however, as there is sufficient work about the yards and in the logging camps of this concern.

The Bekkedal Lumber Company, which has a government contract to cut timber from the Couderay Indian reservation, has finished its season's cut at the new mill at Eddy creek. The mill will be overhauled and sawing resumed about the middle of January. The company still has eight years to run

The John H. Kaiser Lumber Company, Eau Claire, has finished its cut and will cease operations for about six weeks to make repairs. The mill has been running continuously for the past eleven months during which 22,000,000 feet of lumber were cut and \$150,000 paid out in wages.

T. A. & L. P. Johnson, Merrill lumber contractors, have secured a large logging contract from the Mortenson Lumber Company of Wausau. They have started operations at Schultz's Spur where they will cut 2,000,000 feet. The contractors report little difficulty in securing sufficlent men, despite reports of many loggers that were short handed.

J. W. Hannegan of Glenwood City will operate a lumber camp near Hannibal, in Chippewa county, this winter. The outfit has been shipped to the scene of operation and work is in progress

Fire did considerable damage at the plant of the Wisconsin Chair Company, at Port Washington, November 17. The damage to the stock, machinery and building will reach \$10,000, which is fully covered by insurance. Defective electric wiring is given as the cause of the blaze.

The G. W. Jones Lumber Company, Appleton, is preparing to put in a normal supply this winter and has a big camp in operation. According to G. W. Jones, though the demand for lumber is not very heavy at present the lumber industry in the woods will not be slack this season. The Jones company has a new 240-acre timber site in Forest county from which it expects to make a large cut.

## EXCEPTIONAL

MAHOGANY, CIRCASSIAN WAL-NUT AND QUARTERED OAK

## VENEERS

If a good veneer cutter can manufacture fair quality veneers with antiquated machinery, what can he do when given the latest and most efficient equipment?

#### The Answer

is to be found in any of the stock produced at our new mill, which is the last word in modern equip-

We have selected the finest logs on the market, our men are experienced and capable, the product speaks for itself.

See our samples and get prices.

#### Visit Our Plant

Any time you are in Chicago and want to see the most modern veneer plant in existence today, we will be glad to show you through our plant.

Fred W. Black Lumber Co.

2245 S. Fortieth Ave.

Chicago, Ill.

## Keep a Weather Eye on Timber

That calm which many times has preceded

#### A Storm of Timber Buying

Today envelopes the timber market.

We can afford to wait, as we have waited many times in the past, for this change.

Can you?

Anticipate next year's bulge in prices by buying ow. Those who have acted on that advice never have had reason to regret the action.

Current conditions favor the buyer; soon they may change to conditions which favor the seller. Let the logic of today guide you.

## James D. Lacey & Co.

Timber Land Factors

Chicago, Ill., 1750 McCormick Building Portland, Ore., 1107 Spalding Building
Seattle, Wash., 1009 White Building The Menasha Wooden Ware Company following its custom of several years, will do no logging of its own this winter but will low logs at points on the Soo line. It will stock up sufficiently to keep the plant in operation throughout the son.

The J. S. Stearns Lumber Competity of Washburn will operate four logging camps this writer to keep the big savanill in that dividualities a full day shift throughout the year and probably for part of a night run. One camp will be at Sapasa Bay in Backeld county another on tak Island or the Apoeth group and two in northern Michigan.

The Flambeau River Lamber Company will operate three camps of its own, one north of Little Falls, another near Big Falls and a third at the confidence of the Elk and Flambeau rivers in Price county. This concern will also any logs either on the railreads or the Flambeau.

Adam Dobry of Green Bay, a ploneer lumberman of Brown county, died after an illness of two years, aged sixty-nine years. He came into the lumbering district at the age of sixteen years and soon after established a sawmill. He built up a large business and retired eight years ago. His widow and six children survive him.

David H. Ferguson, pioneer lumberman of the Chippewa Valley, died at St. Joseph's hospital in St. Paul recently. He was one of the founders of the Daniel Shaw Lumber Company. His wife and one daughter survive.

Frank E. Wilson, a logger of Antigo, has filed a voluntary petition in bankruptcy in the United States District court at Milwaukee. He claims liabilities in amount of 86,340.36 with assets of only \$170. Of the assets he claims an exemption of \$130.

Edward Hines, head of the Hines lumber interests, of Chicago, was a recent visitor at Eau Claire. Mr. Hines was a guest at the meeting of the Lumbermen's Association at the Eau Claire club and discussed freight rates and the contemplated increase. giving some valuable information.



#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

82.000' 2" No. 2 Common Poplar.
10.000' 12'\* No. 1 & 2 Qtd. Poplar.
20.000' 12'\* No. 1 & 2 Qtd. Poplar
40.000' 3" No. 1 & 2 Poplar
15.000' 4" x 18 to 30" No. 1 & Panel
Poplar
30.000' 4" x 7 to 25" No. 1 & 2
Poplar
117.000' 6' 4 No. 2 No. 1 & 1
117.000' 6' 4 No. 2 No. 1 & 1
117.000' 6' 4 No. 2 No. 2 Common Chestaut
88.000' 1 x 12" & up No. 1 & 2
Chestaut
58.000' 1 X 1 Com. Chestaut
58.000' 1 Com. Chestaut
58.000' 1 Com. Chestaut
58.000' 1 Com. Chestaut
58.000' 1 Com. Chestaut

\$3,000° 6/4 No. 1 Com. Chestnut 36,000° 8/4 No. 1 Com. Chestnut 36,000° 8/4 No. 1 Com. Chestnut 1,000° 5/4 No. 1 & 2 Com. Chestnut 1,000° 5/4 No. 1 & 2 Com. Chestnut 12,000° 6/4 No. 1 & 2 Com. Chestnut 12,000° 6/4 No. 1 & 2 Red Birch 19,000° 8/4 No. 1 & 2 Red Birch 86,000° 3" No. 1 & 2 Red Birch 19,000° 8/4 No. 1 & 2 Cherry 10,000° 8/4 No. 1 & 2 Cherry 19,000° 5/4 No. 1 & 2 Cherry 19,000° 5/4 No. 1 & Common Cherry 19,000° 5/4 No. 1 Common Cherry

#### The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

#### Grant T. Stephenson Constructing Engineer

Wood Distillation Plants for Utilization of Wood Waste

WELLS. MICHIGAN

It is said that Mr. Hines transacted business matters with O. H. Ingram and also investigated the method of cutting and drying lumber at the Kalser Lumber Company plant.

The government sawmill at Neopit was compelled to shut down for a short time owing to the fact that the lure of the deer trails was so powerful an attraction for the members of the crew employed. With the opening of the deer hunting season absentees from their places became so numerous that the operation of the mill was seriously interfered with and it was decided to suspend work for a short time. Necessary repairs were made to the mill during this time.

The Milwaukee road has made application to the railroad commission of Wisconsin for a certificate of public convenience and necessity to build a branch line from Merrill north about thirty miles into the lumbering district. The Soo line and the Northern Pacific road are working on surveys for extensions into the northern Wisconsin territory.

Wm. Smiley & Son, Minneapolis, Minn., who recently purchased the machine shop and foundry formerly owned by the F. C. & C. A. Stanley company at Eau Clafre, have resumed operations. The concern is making casting and doing other foundry work for lumbering and other concerns in that section and expects to add a line of tractors and other machinery in the spring

The A. E. White Machine Works have produced the first of the new swage shapers, which were an original invention of Mr. White and have been improved upon during the past few years. The concern is located at Eau Claire and manufactures saw swages and swage shapers which tind a ready market in all the saw mills and some factories in that city, as well as in all sections of this country and Canada.

The committee of business and laboring men of Crandon has taken an active interest in the affairs of the Wisconsin Fruit Package Company of that city which is in bad financial ways. The local claims against the concern aggregate about \$20,000; outside accounts amount to about \$3,000, and there is a mortgage indeletedness of \$12,400. The assets are placed at \$35,000. Local creditors have signified their willingness to take stock for their claims and outsiders have been asked to do the same. This would permit the plant to be operated and pay off its claims, as local capital could be interested to run the plant and a new organization be perfected under new management. To declare itself bankrupt would result in paying off very little of the concerns debt from the sale of the assets. S. A. Gifford, vice president of the First National Bank of Crandon, heads the Citizen's Committee.

#### The Hardwood Market

#### ---< CHICAGO >--

Conservative buying continues to mark the condition of local lumber affairs. It is not true that there has been any especially unfavorable change during the last two weeks in the condition of the lumber business in Chicago, and there is no indication that there will be any marked change in the near future either for the better or worse. The condition here is more or less typical of conditions in other hardwood consuming sections, and is chiefly characterized by the number of small orders which are being picked up by dint of close application to business.

Yellow pine, of course, is way off and the effect of this slump has been seriously felt by handlers of hemlock. It has not as yet had any special effect upon hardwood, although of course this condition with any particular type of lumber is apt to have some effect upon lumber in general, although the present rather unsatisfactory condition in the local market is due to other causes.

The same relative position of the various standard hardwoods continues as heretofore, with oak as usual heading the list both as to sales and, generally speaking, as to prices, although it is a fact that oak lumber is not up to the real market value.

There seems to be a slight improvement in sap gum and in the lower grades of red gum, but the better stock in red gum is still considerably off. There is some little strengthening in the tone of this wood, however, since the formation of the Red Gum Lumber Manufacturers Association, and since the publication of the information brought out at the red gum meetings.

Local furniture factories are not any too optimistic, although they are reported to be doing a good business. The box trade locally is in good shape, and calls for a lot of lumber.

The interior finish people are now running along in a fair way, but are not doing the business that they desire. The proximity of the semi-annual inventory season is having its effect locally as well as in other markets.

#### =< NEW YORK **>**=

The New York hardwood market shows no changes in prices on lumber but some oak flooring items are advanced. Clear maple flooring is off \$1.00. The demand for lumber is better at this writing but no rush of orders is looked for until after the first of January. Buying is still confined to actual needs and with the approaching inventory season the yards are not expected to lay in any large stocks. The present demand would indicate more activity in consuming channels. Oak, ash, birch and

maple are best in demand. Chestiant and grin are weak. The grin anacket is still ansettled with great variance in quotations. There seems to be no controlling factor in the grin situation, local conditions at nell points varying so that quotations show g riditationsh wide range.

#### \_\_\_\_< BUFFALO >=

The hardwood market has not been active during the past two weeks, but there is about as much lumber selling now as at that time. It is mostly mixed-car business and covers a good many woods. There has been no car scarcity here to speak of, so that shipments could be made with satisfactory promptness. Prices are holding about steady, although they are not as high as they were earlier in the year. Some lumber is being bought in Canada since the taking off of the duty and prices are at present not quite so high there as in some competitive sections in this country.

The demand has been improving in chestnut and poplar, according to some dealers, and they report that the plain oak demand is not so strong as it has been. Quartered oak is looking up some and the better grades are now in quite fair demand for the season. Maple and birch are doing about as well as for some time. Poplar in the lower grades is selling pretty well, atthough the supply here is small.

#### ----≺ PHILADELPHIA ≻=

Judging from the various reports throughout the trade, the business situation continues without salient feature as to an advance or serious retrogression. Although buying is apathetic all along the line a good many small orders are booked, which in the aggregate make a fair average. The volume of trading, however, is far below anticipation for this time of the year. Lumbermen apparently accept conditions as the legitimate result of the new administration and its policies and preserve a wise tranquility. Furniture factories continue busy and box makers are running full time, but buying continues on a hand-to-mouth basis. Builders find money a little easier and are rushing work during the favorable weather. Yard men report fair suburban trade, but have ample stock to supply immediate wants. From reports on stock pile at the mills it is evident there will be no unusual accumulation, in consequence of which prices will be well sustained.

Among the various woods the relative positions of a fortnight ago are well maintained. Oak, although easing off a little, heads the list; quartered oak remains firm; poplar holds its old position; basswood is in good call; chestnut is not as strong as in last report; ash, birch and maple are steady, and gunn is making new friends. The low grade of all hardwoods is moving freely.

#### ——≺ PITTSBURGH ≻—

There is a pretty confident tone to the lumber market here. The steel business is slowing down. Operations are going on at from sixty to eighty per cent capacity, with gradual reductions every week. Nobody looks for much improvement in this line before February 1. With steel concerns and also with other big industrial corporations it is regarded as a readjustment period and pending a better insight into next year's business lumber buying will be comparatively quiet. There is a nice line of business going around, although it is spotty. Also, there are some very good inquiries out for next year on contract bills. Hardwood buying, while conservative, has kept up mighty well and prices except in a very few lines are firm at existing quotations.

#### ====≺ BOSTON >=

There has been a moderate volume of new business reported in the buyers in this section are not willing to anticipate their wants. There is beginning to be a feeling that general business will not be good for neveral months, which may be one reason why buyers of hardwood lumber are not ready to replenish their stocks in more than the moderate way they are now doing. So far as prices are concerned we can find no evidence of sellers trying to sell larger lots by the reduction of values. Practically all the manufacturers of hardwood lumber are as firm in their ideas of values as they have been during the past few months. Offerings of desirable lumber do not appear to be any larger and until the mills show some anxiety to make sales it is doubtful if prices will be any lower. A shortage of cars is making itself felt in some quarters but trouble from this is not serious at the present time. The call for quartered and plain oak continues of fair volume. Prices are steady at least. Brown ash has had a fair demand and offerings are not large. Veneral segion moderate demand at firm prices.

#### =≺ BALTIMORE >=

The hardwood trade is in the main rather uneventful. Dealers as well as million had expected decided activity by this time, but buyers show more or less conservation. Stocks in the yards indicate that the movement has not been of extraordinary proportions and some pressure is felt with regard to prices. Values appear to have eased off instead of going up, and the current month is not quite up to the preceding one in point of activity. Chestnut in particular appears to have felt the slowing up and the quotations have sagged until they are about back where they were before the rise during the year. Oak is also somewhat lower, but has not been affected to such an extent as chestnut. At least, the disinclination of the buyers to take up stocks has stimulated the sales-

men in their efforts, and their determination to get business may account for the sceming freedom of the offerings. Gum, basswood and some other woods are in moderately good shape, with little or no change in the range of values, and with the inquiry quite good.

The situation is, of course, influenced by the general conditions in business. Commerce is waiting on Washington, with its program of trust busting, currency reform and other measures which the Administration is trying to put through. When once this legislation is completed a revival in business may be expected. But while the uncertainty lasts, bankers are drawing in their credits, money is tight and in other ways the lumber trade, along with others, is made to feel the effect of the agitation.

## CINCINNAT

Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT

E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
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## **POPLAR SPECIALISTS**

We have always made a distinct specialty of Poplar, Rough and Milled. Have 3,000,000 feet nice, dry stock at Cincinnati now, and some at our mills.

CAN WE SERVE YOU?

THE M. B. FARRIN LUMBER CO.

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MANUFACTURERS HARDWOOD AND PINE FOURTH NATIONAL BANK BUILDING

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

C. CRANE & CO.

MANUFACTURERS HARDWOOD LUMBER

1739 EASTERN AVENUE

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

The export business is another factor in the prevailing quiet. Stocks abroad are either heavy, so that prices rule low, with the foreign buyers holding off because of their restricted needs, or the economic conditions are such as to check the movement, which is notably the case in Germany. As a consequence, much less lumber is going abroad, the exports are curtained, leavamemers lumber to be disposed of in the domestic markets. Still, the export outlook is not discouraging, and some indications of improvement have been noted lately. The narrowed shipments have caused a reduction in supplies, and a better tone prevails.

#### 

Despite the severe storm which visited Ohio about the 10th of November, the hardwood demand in all sections has held up well during the past fortnight. Trade has not slumped as much as might be expected under the circumstances and in fact since the weather has improved an increased demand is reported from certain lines. The tone of the market is good in every respect and the prospects for the future are believed to be good.

Both factories and yardmen are buying hardwood stocks, but the former is the best customer at this time. Concerns engaged in making furniture, evhicles and implements are buying steadily and other lines of manufacturing are also in the market. Factories are not accumulating stocks but are buying only what they desire for immediate needs. The retail demand is fair, although orders are generally small. As in the case of factory purchasing agents, yardmen are not inclined to increase their stocks at this time. They are approaching the semi-annual inventory period and also the winter season. Yard stocks are only light in all parts of the Buckeye State.

The car shortage is interfering with shipments to a certain extent and some delay is caused, especially from the hardwood fields of West Virginia. Mill stocks are not plentiful and this fact is taken as an indication that prices will continue firm at the levels which have prevailed for some time.

Oak, both quarter-sawed and plain, is in good demand and prices are ruling firm. There is also a good demand for chestnut, especially sound wormy. Ash and basswood are moving well at fair prices. Poplar is increasing in strength and the movement of the lower grades is one of the features. Other hardwoods are unchanged.

#### =≺ CINCINNATI >=

While there appears to be no change for the better in the hardwood situation it certainly is holding its own. Prices remain firm and dealers are not alarmed over the present duliness. Inquiries come frequently and the request is for almost every item on the list. Dealers reply with stiff quotations preferring to get the price or hold the stock, being confident of a better market soon. This is based on the known fact that stocks are low in the hands of consumers and none too heavy at mill points. Buying is still in small quantities and many mixed cars are shipped. Wholesalers who conduct yards are buying only about the amount equal to shipments and are content to keep stocks up to present size and let the future take care of itself. All low grades suitable for box making are in good demand, the box makers being very busy.

Plain oak in all grades is moving well and quartered oak in common and better is in good request. Dry ash in thick stock seems to be in greatest demand and chestnut in common and better shows a better call than for some time while sound wormy is in much better request than for many weeks. Sap gum is doing very well again in most grades but red gum in upper grades is very slow. The low grades of both sap and red gum move fast. Oak flooring is in fair demand but prices are not as strong as they might be. Poplar, except in low grades, is not doing very well but dealers in this wood are holding prices firm and fully expect to see this wood return to favor especially in bevel siding. The encouraging feature is the frequency of the small orders and month after month the volume has shown up fairly well, which is at least encouraging.

#### =**≺** TOLEDO **>**=

Business is not especially rushing in Toledo just at present, although conditions are fairly normal considering the weather and the season of the year. Yards are all well filled in this section and lines are not broken. Prices in general are holding fairly firm, although there seems to be a tendency on the part of ash and red and sap gum to weaken, following the trend of yellow pine, which is sadly downward. Oak is holding its own and plain oak continues a leader on the local market. Prices in oak are holding firm with no downward tendency. There is a decided car shortage here, although it is affecting coal and grain much more than lumber. Shipments are coming in slowly from the southern millis. There is a fair local demand from the building trades and a seasonable call from furniture and vehicle factories.

#### —≺ INDIANAPOLIS ≻——

The local hardwood business has continued to be comparatively steady during the last two weeks. Industrial conditions generally are gradually adjusting themselves throughout the state. Normal conditions are expected to prevail in most lines of business by January 1.

The industrial field has been passing through a critical situation during the last three months on account of credit limitations arbitrarily fixed by bankers. This has necessitated an increase in capitalization by

many concerns. The process of increasing upital has gone ahead slowly. The automobile industry has suffered most seriously, but is now setting on its feet again

Hardwood prices remain unchanged. There is no large buying, but the volume of trade is approximately the same as it was at this time last year.

#### =< MEMPHIS >=

The bardwood market here continues healthy. There is hardly as much business as some members of the trade anticipated but shipments are going forward at a fairly steady rate and there is no particular accumulation of dry stock. Manufacturing operations are being conducted on a liberal scale which is accepted as evidence of the faith of lumber manufacturers here in the future of the hardwood market. There is a continged active demand for the lower grades of cottonwood and gum and sap gum moves without difficulty at full quotations. Red gum is perhaps a little more firm but the volume of business has shown no particular in-There is a good call for the lower grades of plain and quartered oak. The higher grades are perhaps a shade easier. Ash is in good request and a great deal of this is being delivered green. readily in shops but selects are only moderately active while the upper grades are reported slow. The car shortage has become a little more serious and lumbermen are claiming, owing to the enormous movement of the cotton crop, that there is more difficulty in securing cars and also in having them moved promptly after they have been loaded. However, this condition applies more forcibly to mills outside of Memphis than to those in this city. Export business is showing some tendency toward expansion and all together the volume of business compares quite favorably with the average for this time of the year.

#### =≺ NASHVILLE >=

The hardwood trade is quiet in this market, though dealers insist that business is up to about the same volume as at this time one year ago. The shipments being made are small, though numerous. Oak continues the best seller, and there is some demand for all of the leading native hardwoods. Oak flooring plants are handling moderate volume of business. The box trade, which has been slow, is reported some better. Furniture factories are buying about the normal amount of hardwoods.

#### =≺ LOUISVILLE >=

November promises to end as a fairly good month, and will certainly be up to the mark of the corresponding month of last year. While business has not been rushing, the manufacturers and wholesalers have managed to keep busy, practically all orders received being for immediate delivery. Buyers are ordering only as they need stock, but consumption is going ahead at such a steady pace that the total volume of trade handled has been entirely satisfactory. Quartered white oak is the leading item at present, quartered red being so scarce that, even the occasional calls for it can hardly be filled. Upper grade plain oak is selling better at present than the low-grades, but all items are moving fairly well. Chestnut, poplar and hickory are dull, though some calls for thick poplar have been noted recently. Sound wormy is a good seller in the chestnut line. Cottonwood is fairly active. Red gum is selling somewhat better, though prices, especially on firsts and seconds, are badly off.

#### =≺ ST. LOUIS >=

There has been a slight betterment noticeable in the hardwood trade during the past few days, although business on the whole is not up to the general average done at this period of the year. Nearly all the items on the list are being called for. Plain white oak still has the lead in demand. Quartered red oak, choice red gum and wide poplar are more in request than they were a short time ago. Prices are stiffening up slightly. An improvement in ash is also reported with better prices prevailing. Cottonwood, in both upper and lower grades is increasing in demand. The requests for other items are fairly satisfactory.

#### → MILWAUKEE >=

While business in the hardwood market is holding up fairly well, trade is not so active as it will be after the opening of the new year. Were it not for the fact that building operations are keeping up unusually well for this season of the year, trade would not be nearly so satisfactory as it is. While ninety-seven of the leading cities of the country experienced a falling off in building operations of afteen per cent during the month of October, as compared with the corresponding period in 1912, Milwaukee showed a gain of two per cent over October, 1912. General building operations have been showing a consistent gain this year.

building operations have been showing a consistent gain this year. There is a tendency on the part of retailers to order only enough to meet their present wants, but wholesalers say that stocks are light in most retail yards and that it will be necessary for dealers to order more heavily after the first of the year so that they may get their stocks in readiness for the spring trade. The local sash and door and interior finishing concerns are buying only enough to meet their present wants, but the building activity means that most of these plants are being kept fairly busy. Stocks on hand with most of these concerns are light, another reason why business should take on new life after January 1. Prices are holding firm, pretty sure proof that holders of stocks have confidence in the future.

## The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

## Northern and Southern Hardwoods

WHITE PINE

Send us your inquiries YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

10 cars 4/4 No. 1 Com. Basswood 6 cars 4/4 No. 2 Com. Basswood

3 cars 4/4 No. 2 Com. Basswood

4 cars 12/4 L, R, Soft Elm

WRITE US

ALL

THE YEAR

ROUND.

3724

Ann 3NOT

## Gum Oak Elm

Can surface and re-saw, also furnish Kiln Dried Stock

COTTONWOOD CYPRESS FURNITURE DIMENSION SYCAMORE YELLOW PINE

#### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend, Indiana

## Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- $\P$  We offer to the trade a remarkably SUPERIOR lumber product.
- $\P$  Our TIMBER is virgin forest growth of the highest type.
- $\P$  Our MILLS are new and produce accurately manufactured stock.
- ¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- ¶ Kraetzer-cured lumber will "stay where you put it."
- I Dry kiln and oak flooring plant in connection.
- $\P$  We solicit the inquiries and orders of critical and discriminating buyers.
- $\P$  For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten hour capacity 150,000 feet.

## LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

#### STOCK LIST-Dry Lumber on Hand November 1st, 1913

3/8'	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
FAS Otd. Wh. Oak. 6" & Up 20,00		18,000	30,000	30,000	8,000	6,000		1		10/1
FAS Qtd, Wh. Oak, 10" & Up		20,000		6,000						
No. 1 Com. Qtd. Wh. Oak, 4" & Up 20,00	0 30,000	15,000	40,000	75,000	*22,000	2,000				
No. 2 Com, Otd. Wh. Oak, 3" & Up				25,000	22,000	2,000				
Clr. Strips, 2½-5½"				30,000						
. Com. Strips, 2½-5½"				15,000						
FAS Pl. Wh. Oak, 6" & Up 20,00	0 40,000	15,000	20,000	109,000	*16,000	1.000	*5,000			
No. 1 Com. Wh. Oak, 4" & Up 20,00	0 25.000	15,000	30,000	100,000	15,000	*20,000	20,000			
FAS Pl. R. Oak, 6" & Up	0 23,000	20,000	25,000	160,000	20,000	*10,000	*20,000			
No. 1 Com D. Oak, 6 & Cp			22,000							
No. 1 Com. R. Oak, 4" & Up		25,000		250,000	12,000	*12,000	3,000			
No. 3 Com. R. & Wh. Oak				20,000						
Red & Wh. Oak Core Stock				300,000			Cont.			
White Oak Bridge Plank								orders only		
White Oak Crossing Plank								orders only		
Mixed Oak Bridge Plank								orders only		
Mixed Oak Crossing Plank				*0.000	7 000	0.000		orders only		
FAS Q. Red Gum, 5" & Up				10,000	5,000	6,000	5,000			
No. 1 Com. Q. Red Gum, 4" & Up	0 00 000	10.000	07 000	6,000	5,000	2,000	3,000			
FAS Fig'd Red Gum, 6" & Up 30,00	0 26,000	10,000	25,000	15,000	4,000	2,000	2,000			
No. 1 Com. Fig'd Red Gum, 4" & Up 5,00		4,000	5,000	3,000	1,000	2,000	1,000			
FAS Pl. Red Gum, 6" & Up		100,000	250,000	300,000	250,000	200,000	15,000			
No. 1 Com, Red Gum, 4" & Up 85,00	0 50,000	65,000	75,000	350,000	40,000	30,000	15,000			
FAS Sap Gum, 6" & Up 30,00	0 25,000	20,000	30,000	20,000	20,000	15,000	28,000	2,000		
FAS Sap Gum, 13/17"	. 20,000	15,000	25,000	80,000	6,000					
FAS Sap Gum, 18" & Up				15,000						
FAS Sap Gum (Stain), 13" & Up				25,000						
Sap Gum Box Boards, 13 17"	1 101111	0.01222	1/2/22	75,000						
No. 1 Com. Sap Gum, 4" & Up 25,00	0 35,000	30,000	40,000	60,000	45,000	16,000				
No. 2 Com. Sap Gum, 3" & Up 50,00	0 100,000	65,000	186,000	150,000	90,000	38,000				
FAS Tupelo, 6" & Up				75,000						
No. 1 Com. Tupelo, 4" & Up				19,000			1,4,1111			
FAS Cypress, 6" & Up				19,000		50,000	12,000			
Sel. Cypress, 6" & Up				60,000		50,000	8,000			
No. 1 Shop Cypress, 5" & Up				40,000		16,000	17,000			
FAS Ash, 6" & Up				Sold						
No. 1 Com. Ash, 4" & Up				Sold						
Log Run Elm				Sold						
								-		

<sup>\*</sup> Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No. 1 Common and Better is Kraetzer-Cured, insuring the lumber to lay straight and flat and to be absolutely free from stain. Kraetzer-Cured lumber is of a soft mild texture and uniform color.

We have facilities for kiln drying and surfacing. Oak timbers, switch and cross-ties, car stock, bridge and crossing plank, we specialize on.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND-WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

There is a teeling in the trade that it envilling like a normal bosiness is reared after the herbitasy stocks will be rather build broken for the spring risk. The supply of northern nardwoods some to be especially light. News from the Wisconsin lumber country says that the cut this winter will be large, but of course new stocks will not be available for use before next April or May. The demand for hardwood flooring is strong and plants turning out this line are more than busy. Birch and busswood are selling well, although the demand is not so strong as for maple. Low grades of northern woods are getting low in many instances. Plain red oak and quartered white oak seem to be the leading sellers in southern hardwoods.

#### \_\_\_\_< ARKANSAS >=

The conditions of the bardwood market are somewhat improved over what they have been for the past several months, and the manufacturers are taking a more optimistic view of the outlook. The continued dry weather during the past three weeks has enabled the operations in the woods to proceed. The unusually heavy rains during the month of October in this State made the conditions very unfavorable for woods operations, and rendered the logging men unable to get at the timber for sawing. Believing that it would be impossible to successfully operate logging in the bottoms during the rest of the winter season on account of the heavy condition of the ground, and realizing the short condition of the supply at the mills, the millmen were somewhat concerned. However, they are now taking advantage of the fair weather, and are laying in a supply of logs at the mills for winter sawing. The continued dry weather has also materially benefited the lumber industry in Arkunsas in that it has enabled the farmers to pick their cotton and harvest the rice crops. Both of these staple crops had suffered considerably by reason of the excessive rains in October, and money was rather scarce among the farmers. Now, in spite of the somewhat damaged condition of the cotton and rice crops, these staples are being garnered, and converted into money. The volume of business, although not altogether satisfactory as yet, is greatly increasing, and fair prices are being maintained.

#### ===< GLASGOW >=

The timber trade of this section during the past month has been somewhat dull although, compared with the past three months, there is a little more animation being displayed, the tendency, however, being restricted to the supplying of immediate wants. The movement from the storage yards is all but plenty is going into store. Of course the imports just now are far in excess of requirements, hence storing is being resorted to. However, if buyers are the least inclined to purchase, the brokers are doing their level best to meet with their views. This is giving the merchants the upper hand, a policy not for a moment to be considered, at least from the shipper's point of view, because if the merchant gets his say in the matter prices will not increase and certainly not retain the present level.

The freight situation caused quite a stir a few days ago when it was currently reported that freights were "going back." This is the case for cargo freights, although fixtures have been conspicuous by their absence, but liner freights still keep as before. This is the result of shippers requiring to make yearly contracts.

As indicated above recent arrivals have been fairly numerous. The attention of the comparison of the c

The steamship "Tapton," under charter Newport News and Baltimore to Glasgow, has arrived and this shipment comprises mainly railway and wagon oak planks, oak boards, walnut planks, walnut logs and whitewood boards in addition to maple flooring on contract. The bulk of the oak boards and wagon oak planks, chiefly 12"x5" and 12"x3½", are being stored.

A large quantity of hickory boards which came in on contract by the previous Baltimore steamer have been rejected by buyers on account of quality.

The Montreal liners arriving have been bringing in large quantities of birch plank and pine deals, the bulk of which have gone into store. The steamship "Ella Sayer" from Parrsboro, N. S., has arrived with a full cargo of Canadian spruce amounting to 1,400 standards. Very little of this has been sold and practically all is being stacked. The drop in freights will have a very adverse effect on this cargo.

Riga spruce still continues to come in and the latest arrival is the "Nord" with about thirty different parcels for various buyers. This shows how easy it is for small buyers to get separate bills of lading of their own and thus spoil brokers' chances of sale.

At the recent mahogany sale in Liverpool 2,000,000 feet sale measure are reported to have been sold.



Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring

Our Specialty: Quarter-sawed White Oak Flooring, Thicknesses: 3/8" and 13/16" Standard Widths

Your Inquiries Solicited

Quick Shipments Guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

## Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.

Isola, Miss.

Sales Office Cincinnati. O.

## WANTED

All Kinds of High-Grade

## **HARDWOODS**

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass. West Virginia.

NEW YORK

## The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

## WHY?

WHY do more than 380 of the most prominent and successful lumber manufacturers exchange nearly \$30,000,000.00 of indemnity against fire loss at

## Manufacturing Lumbermen's Underwriters

## BECAUSE!

**BECAUSE** it is the oldest and strongest inter-insurance association among lumbermen, being now in its fifteenth year.

BECAUSE \$978,432.40 cash savings have been returned to members.

**BECAUSE** \$856,831.32 cash surplus, owned entirely by the members, has been accumulated.

**BECAUSE** \$2,443,029.00 has been paid in losses under prompt and equitable adjustments without resort to quibbling or technical controversy.

BECAUSE it was the first to settle lumber losses on a market value basis.

**BECAUSE** the regular, frequent and thorough inspections given the plants of all members help them to prevent fires, thus materially reducing both the fire waste and the cost of indemnity.

FOR FULL PARTICULARS ADDRESS

Western Representative
HARRY B. CLARK,
Portland, Ore.

Rankin-Benedict Underwriting Co.

Attorney in Fact, KANSAS CITY, MO.

## Advertisers' Directory

NORTHERN HARDWOODS.		Himmelberger-Harrison Lumber		Shawnee Lumber Company	51	Stephenson. The I., Company	66
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Webster, George, Lumber Co White Lake Lumber Company White, Wm. H., Co Wiggin, H. D Wiggin, H. D Williams, Ichabod T., & Sons Willson Bros. Lumber Company Wistar, Underhill & Nixon Wood-Mosaic Company Yeager, Orson E Young, W. D., & Co  POPLAR.  Anderson-Tully Company Atlantic Lumber Company Day Lumber & Coal Company Farrin, M. B., Lumber Company Logan, J. M., Lumber Co Kentucky Lumber Co Kentucky Lumber Co Maphet & Shea Lumber Co Alaphet & Shea Lumber Co Vansant, Kitchen & Co Vansant, Kitchen & Co Vood, R. E., Lumber Company. Tellow Poplar Lumber Co S5  RED GUM. Anderson-Tully Company Archer Lumber Company Baker-Matthews Me Co	11 53 68 10 12 10 10 11 67 3 8 50 51 51 12 55 6 6 7 68 11 -68 46 47	Company Garetson-Greason Lumber Co. Gary, W. W.  Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co. Himmelberger-Harrison Lumber Company Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co Kennedy, James, & Co Kennedy, James, & Co Kennedy, James, & Co Kennedy, Lumber Company Kentucky Lumber Company. Kimball & Kopcke. Klann, E. H., Lumber Co Lamb-Fish Lumber Co Litchfield, William E Little River Lumber Co. Little River Lumber Co Maphet & Shea Lumber Co McLean, J. M., Lumber Co McLean, J. Gibson, & Co McLean, Hugh, Lumber Co. McLean, Hugh, Lumber Co. McMemphis Band Mill Company Miller, Anthony Mossman Lumber Company Mossman Lumber Company Mossman Lumber Company Mossman Lumber Company Mowbray & Robinson Company. Nettleton, E. B., & Co Paepeke Leicht Lumber Co	45 5 7 47 51 51 10 55 6 59 51 54 53 10 68 6 6 2 2 67 47 45 7	Rice Veneer & Lumber Company Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company Wood-Mosaic Company What Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock.Co Black, Fred W., Lumber Co Evansville Veneer Company Hundlieston-Marsh Lumber Co Memphis Veneer & Lumber Co. Purcell, Frank Rayner, J Struthers Cooperage Company Willey, C. L Williams, Ichabold T., & Sons.  HARDWOOD FLOORING. Carrier Lumber & Mfg. Co Cobbs & Mitchell, Inc Eastman, S. L., Flooring Co Farrin, M. B., Lumber Company Forman, Thos., Company Harris Manufacturing Company	64 52 12 11	Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Lunderwriting Alliance Manufacturing Lumbermen's Underwriters Pennsylvania Lumbermen's Mut. Fire Ins. Company.  TIMBER LANDS. Lacey, James D., & Co. Southern Railway. Spry, John C.  TIMBER ESTIMATORS. Griffith, Clarence W. McDonald, Thos. J.  MISCELLANEOUS. Astorla Veneer Mills & Dock Co. Childs, S. D., & Co.	56 49 59 5 45 58
Webster, George, Lumber Co White Lake Lumber Company. White, Wm. H., Co Wiggin, H. D. Wilgin, H. D. Williams, Ichabod T., & Sons. Williams, Wiston. Wood, W. Co Maphet & Coal Company. Faririn, M. B., Lumber Company. Faririn, M. B., Lumber Company. Logan, J. M., Lumber Co Maphet & Shea Lumber Co Radina, L. W., & Co Vansant, Kitchen & Co Wood, R. E., Lumber Company. Yellow Poplar Lumber Company. Tellow Poplar Lumber Company. Archer Lumber Company. Archer Lumber Company. Baker-Matthews Mig. Co Baker-Matthews Mig. Co Bonner, J. II., & Sons.	8 50 51 51 12 55 6 6 7 688 11 -68 46 47 46	Company Garetson-Greason Lumber Co. Gary, W. W. Harris Manufacturing Co. Hayden & Westcott Lumber Co Heyser, W. E., Lumber Co. Himmelberger-Harrison Lumber Company Huddleton-Marsh Lumber Co. Kennedy, James, & Co. Kennedy, James, Co. Kennedy, James, Co. Lamb-Golden, J. S., Company Kimball & Kopcke. Lumber Company. Licking River Lumber Co. Lamb-Fish Lumber Company. Licking River Lumber Company. Licking River Lumber Co. Maphet & Shea Lumber Co. McIlvain, J. Gibson, & Co. McClean, Hugh, Lumber Co. Memphis Band Mill Company Miller, Anthony. Miller Lumber Company. Mossman Lumber Company. Nettleton, E. B., & Co. Paepcke Leicht Lumber Co. Parry, Chas. K., & Co.	45 5 7 47 51 51 10 55 6 59 51 54 53 10 68 6 6 2 2 67 47 45 7	Rice Veneer & Lumber Company Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williams, Ichabod T., & Sons Wood-Mosaic Company Wood-Mosaic Company  MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co Evansville Veneer & Lumber Co Palmer & Parker Co Parmer & Parker Co Purcell, Frank Rayner, J Struthers Cooperage Company Willey, C. L Williams, Ichabold T., & Sons.  HARDWOOD FLOORING. Carrier Lumber & Mfg. Co Cobbs & Mitchell, Inc Eastman, S. L., Flooring Co Farrin, M. B., Lumber Company Forman, Thos., Company Harris Manufacturing Company Kerry & Hanson Flooring Co	64 52 12 11	Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co Lumbermen's Underwriting Alliance. Manufacturing Lumbermen's Underwriters Pennsylvania Lumbermen's Mut. Fire Ins. Company. Rankin-Benedict Underwriting Company TIMBER LANDS. Lacey, James D., & Co Southern Railway. Spry, John C TIMBER ESTIMATORS. Griffith, Clarence W McDonald, Thos. J MISCELLANEOUS. Astorla Veneer Mills & Dock Co Childs, S. D., & Co Gerlach, The Peter, Company.	56 49 59 5 45 58
Webster, George, Lumber Co White Lake Lumber Company White, Wm. H., Co Wiggin, H. D. Wiggin, H. D. Williams, Ichabod T., & Sons Wood-Mosaic Company Yeager, Orson E. Young, W. D., & Co  POPLAR.  Anderson-Tully Company Atlantic Lumber Company Atlantic Lumber Company Parrin, M. B., Lumber Company Farrin, M. B., Lumber Company Logan, J. M., Lumber Co Kentucky Lumber Company Logan, J. M., Lumber Co Radina, L. W., & Co Wood, R. E., Lumber Company. Yellow Poplar Lumber Company. Anderson-Tully Company Archer Lumber Company Archer Lumber Company Baker-Matthews Mfg. Co Bonner, J. II., & Sons Brown, Geo. C., & Co	11 53 68 10 12 10 10 11 67 3 8 50 51 51 12 55 6 6 7 68 11 -68 46 47 446 46 46	Company Garetson-Greason Lumber Co. Gary, W. W. Harris Manufacturing Co. Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co. Himmelberger-Harrison Lumber Company Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co. Kennedy, James, & Co. Kennedy, James, & Co. Kennedy, James, & Co. Kennedy, James, & Co. Kennedy, James, Co. Kennedy, Lumber Company. Kimball & Kopcke. Klann, E. H., Lumber Co. Lamb-Fish Lumber Company. Licking River Lumber Co. Litchfield, William E. Little River Lumber Co. Maphet & Shea Lumber Co. Maphet & Shea Lumber Co. McIlvain, J. Gibson, & Co. McLean, Hugh, Lumber Co. Mellvain, J. Gibson, & Co. McLean, Hugh, Lumber Co. Memphis Band Mill Company Miller, Anthony. Mossman Lumber Company, Mossman Lumber Company, Mossman Lumber Company, Nestleton, E. B., & Co. Paepcke Leicht Lumber Co. Paeryke Leicht Lumber Co. Parry, Chas. K., & Co.	45 5 7 47 51 51 10 55 6 59 51 54 53 10 68 6 6 2 67 2 67 47 47 45 7 59 7 9 9 9 9 9 9 9 9 9 9 9 9 9	Rice Veneer & Lumber Company Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosalc Company  MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock.Co Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co Memphis Veneer & Lumber Co Palmer & Parker Co Purcell, Frank Rayner, J Struthers Cooperage Company Willey, C. L Williams, Ichabold T., & Sons.  HARDWOOD FLOORING. Carrier Lumber & Mfg. Co Cobbs & Mitchell, Inc Eastman, S. L., Flooring Co Farrin, M. B., Lumber Company Forman, Thos., Company Harris Manufacturing Company Harris Manufacturing Company Forry & Hanson Flooring Co Mitchell Bros. Company	64 52 12 11	Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Lunderwriting Alliance Manufacturing Lumbermen's Underwriters Pennsylvania Lumbermen's Mut. Fire Ins. Company.  TIMBER LANDS. Lacey, James D., & Co. Southern Railway. Spry, John C.  TIMBER ESTIMATORS. Griffith, Clarence W. McDonald, Thos. J.  MISCELLANEOUS. Astorla Veneer Mills & Dock Co. Childs, S. D., & Co.	56 49 59 5 58 64 59 59 48
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#### EXPERIENCED HARDWOOD SALESMAN

wanted by large manufacturer northern hardwoods; high grade young man who understands marketing hardwoods direct to consumer. Prefer one who has had some jobbing experience and has an acquaintance with factory trade in territory around Chicago. Address

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#### WANTED-AN EXPERIENCED

Sawmill foreman to handle a single band and resaw mill located in Wisconsin. Must be experienced in millwright work, and capable of handling men. References wanted as to character and ability. Address

"BOX 111," care HARDWOOD RECORD.

#### EMPLOYMENT WANTED

#### MAN OF WIDE EXPERIENCE

in the manufacture and sale of lumber and veneers, thorough executive, cost and efficiency expert, with best possible references, is open for position. Address "BOX ONE," care HARDWOOD RECORD.

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When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

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#### WANTED-ASH LOGS

21" and over in diameter, 16' long. Must be straight grained, sound and free from knots. J. RAYNER, Ft. Houston St., New York City.

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

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#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 feet. For further particulars

TENNESSEE HARDWOOD LBR. CO., Nashville, Teen.

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#### I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and bickory and maple axles. Will inspect at shipping point, and E. B. BROWN, 372 Bayne St.,

Buffalo, N. Y.

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#### TIMBER ESTIMATES

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THOS I MCDONALD East Tenn. Natl. Bank Bldg., Knoxville, Tenn.

#### LUMBER FOR SALE

#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,

#### BASSWOOD BOX LUMBER

We have 500 M ft. of good No. 3 Michigan basswood for sale; largely 4/4 thick. Will make good box lumber. We can ship dressed or resawed any thickness. GOODWILLIE BROS., 651 Otis Bldg., Chicago

#### FOR SALE-BONE DRY

3 cars 4 '4 quartered white oak seat stock. 1x4x1012", 1x411x16", 1x411x19".

Also

1 car green mixed oak squares, 2x2x18" & 19" E. W. PRATT, JR., Hopkinsville, Kv.

For Sale = 8,000 pieces oak, 1,850 pieces yellow pinc 3x35,x45", 1st & 2nd, and clear dry stock. JACOB HAISH COMPANY, DeKaib, III.

#### **DIMENSION STOCK WANTED**

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

#### WANTED TO BUY

Red Gum Squares 2"x2"x27"-34", 36" & Quote each prices f. o. b. mill. DUHLMEIER BROTHERS, Cincinnati, O.

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories. Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 Feet 42nd Street.

New York

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#### WANTS RED AND WHITE OAK

A Canadian manufacturing company is in the market for a quantity of plain red and white and quarter-cut white oak, 3/4 to 8/4, and will contract for entire cut in these woods in No. 2 common and better grades from either small or large mills. Send particulars of quantity and where located, and best price f. o. b. cars at shipping point. Address

"BOX 109," care HARDWOOD RECORD.

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100,000 feet 4/4 sound wormy Chestnut.

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2 cars 4/4" Log Run Butternut. DUHLMEIER BROTHERS, Cincinnati, O.

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#### **DIMENSION STOCK FOR SALE**

#### FOR SALE

Hardwood Squares and Hardwood Dimension, Birch, Maple, Beech, White Ash, Brown Ash, Poplar and Elm.

Send us specifications and we will quote

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#### E. H. KLANN LUMBER CO.

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819 FISHER BLDG.

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B. Nettleton



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Of Finest Quality and at Lowest Cost From Cordwood, Stabs, or Other Forest Waste

The Peter Gerlach Co., Cleveland, O.

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With the scarcity of timber in your localry and the ear increasing demand for higher wages among employees, doubtless you find it difficult in your present location to realize the profits you once made.

If you are manufacturing furniture, car-riages, automobile parts, barrels and boxes, crates or any product that requires wood, the Southeastern States of Virginia, North and South Carolina, Georgia, Florida, Ala-bama, Mississippi, Tennessee or Kentucky offer numerous excellent openings for any of these lines of business. The greatest supply other timbers are obtainable in nearly every section of the Southeast.

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Along the Southern Ry., Mobile & Ohio R. R. and Georgia Southern & Florida Ry. are many cities and towns offering liberal inducements for the location of new industries. We can put you in touch with these parties if you will express a desire.

M. V. RICHARDS Land and Industrial Agent

#### SOUTHERN RAILWAY

Room 305, Washington, D. C.

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OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD REC one. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you



For sale by HARDWOOD RECORD, 537 S. Dearborn St., Chicago, Ill. 50 CENTS EACH.

#### WANTED-HARDWOOD LUMBERMEN-

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible HARDWOOD RECORD,

537 So. Dearborn St., Chicago.

## **GIBSON** TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets-4, x8; inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for complicated tallies, or straight grade can be made

Accommodates any form of tally ticket desired.

on one page.

Accommodates any form of tany treact assisted.

Special, patented, triplicate tally tackets supplied, printed on waterproof page with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward cougnal and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability-covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910, Triplicate Taily Tickets patented.



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Specimen forms of Tally Tickets mailed on applica-tion. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record 537 S. Dearborn St., CHICAGO

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Edited by Hu Maxwell

"AMERICAN FOREST TREES" is a comprehensive work of more than seven hundred pages, illustrated by more than one hundred full page pictures of forest types of tree growth, and hundreds of minor pictures.

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The price of this work is Six Dollars (\$6.00) net. It will be sent on receipt of price, prepaid, subject to return and refund of payment if it does not prove satisfactory

The very complete character of this work may be judged by the index following:

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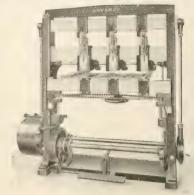
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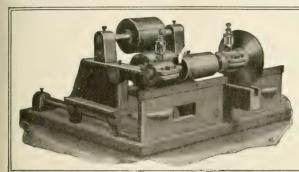
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#### PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

#### B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

#### VENEERS

Cut right; dried right; prices right

HUMBOLDT. TENNESSEE

## READY TO LAY

Dimension Stock cut to your sizes in 1/20 Sliced Quartered Oak and Mahogany

MATCHED, IOINTED AND TAPED

We also manufacture a full line of highgrade, rotary-cut veneers, making a specialty of exceptionally fine poplar.

ADAMS & RAYMOND VENEER COMPANY Established 1869 Indianapolis, Ind.

CIRCASSIAN

MAHOCANY

WE IMPORT

WE MANUFACTURE

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS. MICH.

## **Hoffman Brothers Company**

Sliced and Sawed, Quartered and Plain Red and White Oak

Walnut

Cherry Ash

Maple

Let us Send You Our Stock List FORT WAYNE, IND.

## Hardwood Record's

strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

## The Gentral Veneer Co.

ATURE BANDING

Huntington, West Virginia



"Ideal"

Steel Burnished

## Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company

WELLS, MICHIGAN

### "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

#### Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

#### For the Better Kind of Hardwoods

write

#### EAST JORDAN LUMBER CO. East Jordan, Mich.

ALL THE MICHIGAN HARDWOODS

LATH

Makers of
Imperial Brand
MAPLE FLOORING

PINE AND HEMLOCK

#### FORMAN'S FAMOUS OAK FLOORING

Is made in faultless fashion from the most uniform-colored and even-textured oak produced: worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Ky., sawmills.

#### Thomas Forman Company

Detroit : : : : Michigan

#### Von Platen Lumber Co.

Iron Mountain, Michigan
MANUFACTURERS OF

#### BIRCH BASSWOOD ELM MAPLE

133M 6 4 No. 2 Com. & Better Maple. 178M 8 4 No. 2 Com. & Better Maple. 30M 12 4 No. 2 Com. & Better Maple. 12M of 4v4-8 Maple. 80M of 6.4 No. 3 Common Birch. 90M of 6.4 No. 3 Common Basswood. 100M of 8.4 No. 3 Common Rock Elm.

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M.

#### We Have On Hand the Following Hardwood In Shipping Condition:

1,700,000′ 4 4 & Thicker No. 1 & 2 Common Maple

2,000,000′ 4 4 & Thicker No. 2 C. & B. Birch 100,000′ 5 4, 6/4 & 8/4 1sts & 2nds Maple 150,000′ 4 4 No. 1 Common Basswood 120,000′ 4/4 No. 2 Common Basswood 100,000′ 4/4 No. 3 Common Basswood

60,000′ 4/4 No. 2 C. & B. Soft Maple 40,000′ 4/4 No. 2 Common Soft Elm

800,000' 4/4 No. 3 Common Birch & Maple

All Dry, Winter Sawed Stock

Scott & Howe Lumber Co. WISCONSIN, Medford Lumber Co.



## and the same of the same of the same

## BUFFALO

The Foremost Hardwood Market of the East

ORSON E. YEAGER

SPECIALTIES

Oak, Ash and Poplar

932 ELK STREET

I. N. Stewart & Bro.

Cherry and Oak

ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash
OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.

940 Seneca Street,

BUFFALO

Kugh McLean Lumber Co.

QUARTERED WHITE OAK

940 ELK STREET

T. SULLIVAN & CO.

SPECIALTIES

Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.





Vansant, Manufacturers Old-Fashioned Kitchen & In Wide Stock. Specialty Company

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

OR DISCRIMINATING BUYERS wanting a Clear Board for first class shelving and other similar purposes there is nothing that will surpass our CLEAR HEMLOCK. It is bright in appearance, light in weight and is odorless and durable. We make it in 6", 8", 10" and 12" widths, as also 13" to 20" wide, In addition to this, we have all other grades in Hemlock Boards. Also you should try the soft quality of our Smoky Mountain Chestnut. In No. 1 Common and Better grades we can supply it 60% 14' and 16' lengths. The widths are most desirable and the manufacture perfect. Also we have a nice assortment of 5/8" Panel Poplar 28" to 36" and 36" to 44" wide or can be assorted in widths as may be desired. This is the genuine soft yellow Smoky Mountain Poplar. Also do not forget we are in position at all times to cut to order high grade Poplar, Ash and Maple.

> WE SOLICIT THE BUSINESS OF DISCRIMINATING BUYERS FOR ALL HIGH GRADE SMOKY MOUNTAIN HARDWOODS AND HEMLOCK

## LITTLE RIVER LUMBER COMPANY

Townsend, Tenn.

## W. H. White Company **Boyne City Lumber Company**

Mills and General Office: BOYNE CITY, MICH. Sales Office: BUFFALO, N. Y.

STOCK DRY-STANDARD GRADES-BEST MANUFACTURE - CAR OR CARGO SHIPMENTS

#### WE OFFER

All Kinds OF

Hardwood and Hemlock Lumber Hardwood Flooring, Lath

AND

Dimension Stock

## YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR QUARTERED OAK PLAIN OAK CHESTNUT BASSWOOD

Flooring

SPECIALTY QUARTER SAWED WHITE OAK

LUMBER CO.

# 

Nineteenth Year, Semi-Monthly.

CHICAGO, DECEMBER 10, 1913

Subscription \$2. Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

#### Gentlemen:

We sell Lumber, especially Hardwoods.

We manufacture almost all we sell—we are first hands.

Our delivery points are scattered and prompt shipments our aim. Get in touch. We'll do you good.

J. Gibson McIlvain & Co. 1420 Chestnut Street, Philadelphia

## For Quick Shipment

5 cars 4/4" 1s & 2s Q. W. O.
3 cars 4/4" No. 1 Com. Q. W. O.
3 cars 4/4" Clear Q. W. O. Strips, 4 to 5½".
1 car 4/4" Clear Q. W. O. Strips, 2½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 2".
4 cars 4/4" 1s & 2s Plain W. O.
3 cars 4/4" No. 1 Com. Plain W. O.
4 cars 4/4" No. 1 Com. Plain W. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 5/4" 1s & 2s Plain R. O.
1 car 5/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
6 cars 3/4" 1s & 2s Plain R. O.
7 cars 4/4" No. 1 Com. Plain R. O.
8 cars 4/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 5/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Plain R. O.
9 cars 3/4" 1s & 2s Sap Gum.
9 cars 4/4" 1s & 2s Sap Gum.
9 cars 4/4" 1s & 2s Cottonwood, 13" and up.
9 cars 4/4" Cottonwood Box Boards, 9 to 12".
9 cars 4/4" Cottonwood Box Boards, 9 to 10".
9 cars 4/4" No. 1 Cottonwood Box Boards, 9 to 10".

Immediate Attention to All Inquiries

Memphis Band Mill Company Memphis, Tenn.



### Cartier = Holland Lumber Company



## "A Real Opportunity"

Just look over the following items of Specially Manufactured Furniture Stock. Band Sawed, Perfectly Edged and Trimmed:

 $80,\!000'$  4/4 End Cured Winter Sawn White Maple

5,000' 5/4 End Cured Winter Sawn White Maple

5,000′ 6/4 End Cured Winter Sawn White Maple

10,000' 8/4 End Cured Winter Sawn White Maple

Maple 40,000′ 5/4 Selected No. 1 & Better Birch

250,000' 1x4 & Wider Pine Crating (85% 6" & over)

A Postal Card Will Bring Prices That Will Warrant Your Orders



Ludington Michigan



## MICHIGAN

## BASSWOOD

We Offer for Prompt Shipment

1 x 4 Clear Strips	50 M
1 x 6 1's and 2's	50 M
1 x 7 and 8" 1's and 2's	24 M
1 x 3 No. 1 Common	35 M
1 x 4 No. 1 Common	50 M
1 x 5 No. 1 Common	50 M
1 x 6 No. 1 Common	90 M

Nov. 15, 1913

Sales Department

CADILLAC

MICH.

## Mitchell Brothers Co.

Dry Stock List

#### MICHIGAN HARDWOODS

Cadillac, Mich.

Nov. 15, 1913

1 x 7	& 8 Basswood, 1s & 2s 34 M
1 x 4	Basswood, Clear 13 M
	Basswood, No. 1 Common
	Basswood, No. 1 Common
4 4	Birch, 18 & 28, Red 16 M
4 4	Birch, No. 3 Common 47 M
4 -1	Cadillac Gray Hm 18 & 28
4/4	Cadillac Gray Elm, No. 1 Common100 M
4/4	Cadillac Gray Elm, No. 2 Common 88 M
4/4	Rock Elm, No. 2 Common & Better 7 M
4/4	Soft Maple, No. 3 Com 9 M
4/4	White Maple, end dried (clear) 10 M
4/4	Birdseve Maple 1s & 2s, end dried 11/2 M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

## W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE **FLOORING**

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

#### Hard Maple, Beech and Birch Lumber 1 TO 6 INCHES THICK

BAY CITY.

\*\* MICHIGAN

WRITE FOR PRICES

## Kneeland-Bigelow Company

#### Hardwood Manufacturers

100,000 ft. 5/4 No. 2 Common & Better Beech 150,000 ft. 6/4 No. 2 Common & Better Beech

20,000 ft. 6/4 1sts & 2nds Basswood

50,000 ft. 5/4 1sts & 2nds Basswood

100,000 ft. 5 4 No. 1 Common Basswood 12,000 ft. 10/4 No. 1 Common & Better Basswood 60,000 ft. 4/4 No. 3 Common Maple 50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY,



## FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD 4 CARS 3" ROCK ELM BRIDGE PLANK 800,000 FEET NO. 3 HEMLOCK 100,000 FEET 4/4 BOX COMMON BIRCH

SEND US YOUR INQUIRIES

MILLS: BLACKWELL. WISCONSIN GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

## Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT. Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

SAVE YOUR MONEY BY USING THE

## RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

## Lumbermen's Credit Assn., ESTABLISHED

08 So. Dearborn St.
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If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

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The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

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THE GREATEST HARDWOOD MARKET IN THE WORLD

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FOREIGN-

MAHOGANY, Mexican. Honduras, Fast India, Cub n.

ENGLISH BROWN OAK CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white GUM, figured and plain. MAPLE, bird's eve and plain POPLAR, BIRCH, ELM. BASSWOOD, YEL, PINE

For faces, centers, backs, cross banding and bottoms.

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MAHOGANY. CIRCASSIAN WALNUT. AM. (Black) WALNUT. RED CEDAR.

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1 4", 5, 16", 3 8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

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ALL WOODS SEND FOR STOCK LIST

MAHOGANY LUMBER CARROLL AVE. AND SHELDON ST. CHICAGO

# OUR DOUBLE BAND MILL-HUTTIG, ARK.

#### Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. **CHICAGO** 

#### Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

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#### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "inequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for bilm failing—you'll find it reduces the expense of laying and polishing

Our Booklet tells all about Hardwood Fioring and how to care for it—also prices—and is free

## The T. Wilce Company

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#### CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

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Famous for Finest Type of Poplar, Oak and Chestnut

#### VESTAL LUMBER AND MANUFACTURING CO. KNOXVILLE TENNESSEE

#### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

#### QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE, SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

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We Want Orders for the following Dry Stock: WHITE OAK-Plain or Quartered.

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CHESTNUT POPLAR

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

SHIP ON CAN SHORT NOTICE.

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#### Manufacturers and Wholegalers

OFFICE: 703-705 HENSON BUILDING

Yard: Middlebrook Pike and Lonsdale Car Line

#### KNOXVILLE, CENN.

WE WANT TO MOVE

3 cars 4/4 No. 1 Common Poplar, 7" & up 2 cars 4/4 Clear Sap Poplar, 7" & up 1 car 4/4 Select Poplar, 7" & up 1 car 4/4 1 & 2 Red Oak, 10" & up 1 car 4/4 1 & 2 Chestnut 1 car 4/4 No. 1 Common Chestnut

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YEL-LOW PINE, HEMLOCK BARK, ETC.

> BAND AND CIRCULAR MILLS-EAST TENN. MOUNTAIN VIRGIN HARDWOOD STUMPAGE

## Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

### "THE VERY BEST"

ASH, CHESTNUT, RED OAK, WHITE OAK, PINE, POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

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## RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

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#### DON'T WORRY

If your stock is not soft in texture, even colored and well manufactured, you can get stock that is

## The Mobray & Robinson Company CINCINNATI, OHIO

Manufacturers of Plain and Quartered Oak and Poplar

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Quicksand, Ky.
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BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

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## IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

## The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

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Look over this full assortment of dry stock for prompt shipment.

When you order be sure to specify

#### LOWER PENINSIILA SOFT GRAY ELM

The wood that made Michigan famous.



Thick Elm, Showing Method of Piling

#### Dry Soft Grav Elm

40M 4/4 FAS.

55M 6/4 FAS. 35M 8/4 FAS.

40M 12/4 FAS

35M 4/4 No. 1 Com.

45M 6/4 No. 1 Com.

25M 8/4 No. 1 Com.

40M 12/4 No. 1 Com.

25M 10/4 No. 1 Com. & Btr.

17M 16/4 No. 1 Com. & Btr.

The **QTEARNS** SALT & LUMBER CO. LUDINGTON, MICH.

## **Band Sawn Hardwoods**

WE PRODUCE OUR OWN STOCKS

#### Our Specialties:

Cottonwood-Red and Sap Gum 0ak

Three Plv Red Plain and Quartered Gum Panels

#### A Few Items We Want To Move

7 cars 4/4" 1st & 2nds Red Gum.

15 cars 4/4" No. 1 Common Red Gum.

5 cars 6/4" 1sts & 2nds Sap Gum.

5 cars 4/4" Select Yellow Cypress.

7 cars 4/4" No. 1 Shop Yellow Cypress.

8 cars 4/4" x 13" to 17" 1sts & 2nds Cottonwood.

5 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.

9 cars 4/4" x 13" to 17" Cottonwood Box Boards.

4 cars 4/4" x 18" to 21" No. 1 & Panel Cottonwood.

1 car 3/8" No. 1 Common Otd. White Oak.

2 cars 1/2" No. 1 Common Otd. White Oak.

10 cars 6/4" Log Run Soft Maple.

7 cars 4/4" 1sts & 2nds Plain Red Oak.

9 cars 4/4" No. 1 Common Plain Red Oak.

#### WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn. BOX SHOOKS and VENEERS

#### TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER



## If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service vourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record

Chicago

## THE SOUTH

#### Write us for description and prices on the following stock:

4 4", 6 4" & 8 4" Sap Poplar 5 8", 4/4", 5 4", 6 4" and 8 4" No. 1 Common Poplar

4'4", 6/4" and 8 4" No. 2 Common Poplar

4 4", 5/4", 6 4", and 8 4" No. 1 Common & Better Chestnut

## FARRIS HARDWOOD LUMBER CO.

Nashville, Tenn.

## GARETSON-GREASON LUMBER CO.

1002-1005 Times Bldg.

ST. LOUIS

MANUFACTURERS

Four Mills

#### We will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar

4/4 and 8/4 Sap Poplar.
11/4", 11/2" and 21/4" No. 1 Common Poplar.

4/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 23" and 24" and up.

4/4 x 18 to 17" Poplar Box Boards.

4/4 1s & 2s Basswood or Linn-very fine. 8/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oab.

4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak

6/4 1s & 2s Qtd. R. Oak. 4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak. 6/4 and 10/4 1s & 2s Hickory.

4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.

4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory

4/4 1s & 2s Chestnut, also 5, 6 and 8/4. 4/4 No. 1 Common Chistnut

## John B. Ransom & Go.

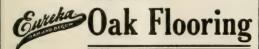
### Hardwood Lumber

Nashville, Tenn.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

## Carolina Spruce Co.

# Spruce & Hardwood

Mills: Pensacola N.C.

Capacity 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agts. Philadelphia



## Lumber Dried As Never Before

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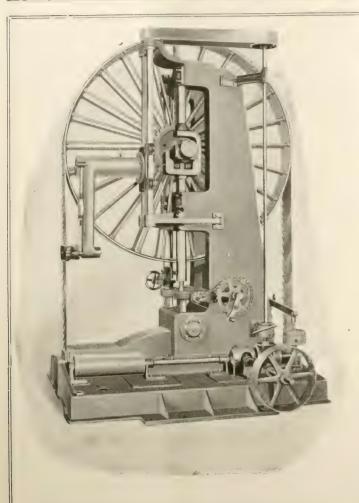
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GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



#### SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. **HARDWOOD** RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.



# Newest Hoosier Band Saw Mill

We have been building band mills for thirtyfive years and this New Hoosier Band Saw Mill represents the experience of these years.

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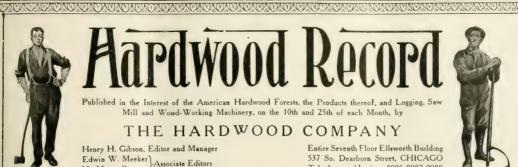
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# PHWOON RECO

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## Review and Outlook



#### General Market Conditions

ONFLICTING REPORTS concerning the general conditions in the lumber business throughout the country make it very difficult to arrive at any accurate analysis of the lumber market. From some quarters come the most optimistic reports indicating that mills are sold practically up to the saw, these reports coming from points both in the North and South. On the other hand, these statements are offset by reports of a much more unsatisfactory nature, indicating that there is more lumber at the mills at some points than is desired, while from the consuming centers representatives on the ground are really complaining very seriously regarding the general state of affairs.

Considering the matter from the mill viewpoint, it is really true that quite a number of mills are undoubtedly sold up on their stock and are selling right up to the saw at present. In fact, one large southern hardwood mill concern, which is typical of the Indiana and Kentucky mill sections, states that this will be the biggest year in its history, and this concern has seen some pretty big years in the past. Then again, there is a class of mills whose reports show that while they are not sold up to the saw, the total aggregate volume of orders is equal to normal at this time of the year, and they are maintaining a fair level of orders as compared to cut.

Then there is the third group-mills wheh are actually accumulating lumber, but it is very gratifying to note that in the majority of such cases these accumulations are in very strong hands and are really being held because the owners of stocks are not willing to let them go at below what they believe the lumber is worth. It is to be hoped that this course will prove within the next month or two to be wise. It is deplorable that the hardwood mill trade as a whole is not in a sufficiently strong position to follow the same policy, as such a policy, if carried out, would unquestionably react favorably upon both the buyer and seller. As it is now the buyer is constantly shopping for lumber, perhaps in some cases believing that he will get cheaper lumber if he waits. The result is that both the buying and selling ends are somewhat demoralized, neither one following its regular course, which necessitates great expense in selling and great uncertainty in buying, without the usual satisfaction on either side.

As is usually the case in dull times, the buyers as a whole are showing a tendency to be much more technical in their inspections and as a result there are more than the ordinary number of kicks. It is also a fact that collections are poor. If there were no other indication, the slowness with which this office is receiving checks would indicate that the lumber trade generally is not getting its share of cash any too quickly.

As suggested heretofore in this column, the nub of the whole situation is undoubtedly the attitude of the banking element of the country regarding loans, as there continues to be absolutely no apparent indication of the fundamental weakness in industrial or trade conditions. It is not likely that the proposed administration currency bill will have any effect directly in itself upon the business man, and it is problematical as to whether or not it would really hurt the banker.

We heard constantly when the postal savings bank was proposed that if it were actually put into operation the banking system of the country would be completely demoralized, and the country would go to ruin. That the exact opposite has resulted is pretty generally known. Bankers are now predicting the same results if the administration currency bill is passed, and it is logical for the layman to draw the same conclusions regarding this measure that he has drawn from the conditions surrounding the postal banks.

The average business man is pretty well convinced that the main thing is to get this administration currency legislation accomplished and at least try it out. It is of course possible to amend it if it proves utterly incapable of taking care of situations that might develop. There is apparent a noticeable expression of resentment on the part of the business man toward the banking element for its attitude regarding the administration measure, and the business man wants non-interference of this measure so that it may be passed at the earliest possible moment, and he seems to be willing to take the consequences of any dire results that might ensue.

President Wilson's recent expression on the trust question, in which he stated that the object of the administration's course is not to over-throw all combinations but simply to definitely define the workings of the Sherman anti-trust law, is already showing a good effect.

It is probable that with this currency measure and the trust regulations definitely shaped up, the main disturbing factor will eventually be hesitancy resulting from recent tariff revisions. As to that question, any changes that might have been effected have certainly not been broad enough in their character to have a permanently deterring effect upon business in general.

Getting back to the lumber business, the stock condition is strong as suggested even with the weak condition of buying.

It is generally reported from export sections that the export business has been more active during the last week or two than for some little time. The general situation of the different woods is not materially altered, quartered oak being a strong item, with plain oak perhaps a little weaker throughout the country but not exceedingly so.

It is pretty generally stated that offerings of gum lumber are a little firmer as the result of the recent incorporation of the gum as-

sociation, but this council on his not yet definitely resulted in a firmer market. It should be being in mond generally that the present level of market value, may seem a little less unsatisfactory if it is realized that these values, generally speaking, compare unfavorably with the unusually high level of values that was in evidence before the present break occurred

Probably the best policy is to stand pat as far as possible with the idea of sizing up the trend of conditions for the first of the year, as there are good indications in many sections. There is nothing really weak in stock conditions in the North, as any large stocks are in strong hands in that section. The same is true of the South. In the Memphis territory there is of course quite a little lumber, but the indications are that there will not be any undue quantities manufactured during the coming winter.

#### Above High Water

R AINS MAY DESCEND and floods may rise, but there is small likelihood that the swinging bridge featured in the cover picture of this issue of HARDWOOD RECORD will be in danger of disaster. It is stretched from hill to hill, and the stage of the water beneath it is of little moment. The structure is not even hung from cables above, as the custom is with suspension bridges, but the cables run beneath the bridge's floor. There appears to be nothing to protect the structure against the force of the wind, and the real danger apparently comes from wind rather than water. At any rate, a person whose brain is not proof against dizziness has little business on the bridge, even when the air is as serenely calm as it appears to have been when the camera caught the object.

The photo is from the rich collection at the Field Museum of Natural History, Chicago. The location is at Granite Falls, in the state of Washington. It might be presumed that this is a summer resort and the bridge is one of the attractions, and belongs in the class with aerial railways, shooting the chutes, and threading the labyrinth; but such is not the case. The bridge was built for business, not for show or amusement. It is the creation of an ingenious western lumberman who had a lot of shingle bolts on one side of the river and wanted them transported across to the other side. He figured that it would be easier to stretch cables from bluff to bluff across the river than to grade a road down to the stream, build the bridge low down, and grade a road up the opposite bluff. The western man has a certain dash about him which is not afraid to take short cuts to the end sought. The bridge is a sample.

It looks like a risky place for a footman, and passage across by a mule might be thought an impossibility; yet the bridge was made for mules, not footmen. A track is laid and a light car, loaded with shingle bolts, makes many a journey a day. The artist did not succeed in catching the mule at the moment the picture was snapped, but nevertheless the level-headed mule is a regular traveler across. He has never yet fallen off, and, of course, he never will more than once; for if he falls, his fall may be compared to Mulciber's in Paradise Lost: "From morn till noon he fell."

The river and the forests might be mistaken for a scene among eastern mountains. Hardwoods are mixed with the conifers, but the western hardwoods are usually of small value compared with those of the East.

#### The Tap Lines Win Out

THE COMMERCE COURT on November 26 handed down a decision repudiating the previous decision of the Interstate Commerce Commission regarding the status of the tap line railroads. The former decision of the Interstate Commerce Commission was directly against the tap lines while the recent decision of the Commerce court is, as stated, directly the opposite.

Briefly, the basis of the decision was the expressed belief of the court that service performed by the tap line road for a certain shipper owning that road in full or in part, must necessarily be classed as interstate commerce when similar service performed for other shippers is so considered. The court also suggested that it may in some cases be held that the tap line is merely an adjunct to the plant in the service that it performs, but that as soon as similar service performed outside is adjudged interstate commerce, that service as performed

for the proprietary shipper must come under similar classification.

The court in making the decision admitted that such a ruling might give the opportunity for practices that are not legally correct. but stated that this ruling is based entirely upon the legal viewpoint that the Interstate Commerce Commission must necessarily formulate regulations that will prevent such evils rather than cutting off the revenues of the carrier.

Thus this long-standing controversy is brought, to a successful culmination, agreeable to the interests owning such lines.

#### The State's Rights Contest

THE DOCTRINE OF STATE'S RIGHTS came to the surface for a few hours during the Conservation congress in Washington, and then disappeared. It was the old question, whether the water powers, irrigation projects, forests, coal and other natural resources situated on government land, and whether the land itself should be turned over to the states in which those resources lie. In that event the government would get out of the land business; national forests would be things of the past; reclamation projects would change hands; the Alaska coal fields would be thrown open to speculators; and certain states would come into possession of billions of dollars worth of property which belongs to the whole people.

The fight on the floor of the irrigation congress was extremely vigorous for a short time; but when a vote was taken the majority against the measure was overwhelming. Thereupon some of the state's rights delegates denounced the convention.

There are no politics in the state's rights question now. It is a business proposition, and party lines have nothing to do with it. The charge has been many times openly made that large private interests are active in the fight to get those vast resources out of government control, and turn them over to certain states. At any rate, the state's rights fight, regarding that property, did not wax warm until after the government adopted the policy of administering those enormous properties for the benefit of the whole people, instead of selling them or giving them away in such a manner that they fell into the hands of specu-

The contest was carried to the Conservation congress by state's rights advocates, for the prestige it would give them if they could win. A victory for them there would have been the first step toward carrying the fight to the United States Congress. There are a few men in that body who have made it known that they would be glad to espouse the fight for state control, which in most cases means private or corporation control of natural resources. It is a safe guess what the stand of the American people will be on this question, if an opportunity is ever given them to express themselves.

#### Wood's Opportunity

HE VIGOR AND ENERGY displayed in the interest of the Forest Products Exposition scheduled for Chicago and New York next spring guarantee success so far as bulk of exhibits and number of visitors are concerned. That is only a portion of the success possible. The purpose of the exposition is to increase the use of wood, or at least to hold the ground which it now has.

The fight is against substitutes. There is no disguising this fact. Whatever ground has been lost by wood, if any has been lost, has gone to the multitudes of substitutes and makeshifts which in recent years have been pushing to the front with remarkable vigor in wellplanned campaigns to capture markets. Manufacturers of forest products must meet their rivals and fight to retain what is now held, and to recover any ground that has been lost.

Something may be learned by studying methods followed by manufacturers of substitutes when they place their products on exhibition. The man with something of metal to sell, or of cement, asbestos or any other material which is to be substituted for wood, does not content himself with showing to his prospective customers a crude mass of the material which he uses; but he shows the finished product, so that its appearance when ready for use, and in use, may be judged. If it is metal, he exhibits a panel of ceiling, or a partition, a filing

calonet, a cart wheel, or weather a case in the market. If he is sight thing ashistor or slab mode, to woon, he shows the finished stagle or the complete root, and into a kert the cruse material. If the same it this age coment thou were reasoffering as a competition of wood, he is not apt to roll out a barrel of cement and invite his prospective customers to look at it; but he shows them the most perfect floor he can make, and endeavors to create in them a desire for something like it.

That is advertising and it is the kind that counts. Those who have commodities made of wood ought to follow the same course. As in as practicable, the finished article should be exhibited. An oak scantling and an oak plank will not attract half the attention that will be drawn to a fine table, cabinet, picture frame, or some other of a hundred finished articles that might be made from the plank and scantling. A pile of clear lumber will interest only the man who is in the market for lumber; but if made up, it will attract scores of people who would not look a second time at the rough lumber.

There is no question as to which will bring best results. The approaching exposition is an invitation to the public to come and see what would is good for, how wide is to range of uses, and how well it meets all practical requirements. This end cannot be attained unless a pretty complete line of manufacturing is carried out. Raw material, exhibited in bulk, will not bring the desired result. Of course, the most that can be expected of an exhibitor is that he will show in the best possible way the commodity which he has for sede. It that is done, the exposition as a whole will be a success. Wood will be shown superior to the host of substitutes which are endeavoring to force their way into markets long held by wood.

This will be the first time that a special exposition in the interest of forest products has been held, and it will attract wide attention. For that reason a great opportunity will be wasted if the best possible showing is not made.

#### Architects and Furniture Dealers

The Controversy between furniture dealers and architects concerning the advantages and disadvantages of built-in furniture is not a lumberman's fight. He will sell the wood, no matter whether the sideboards, cupboards, bookcases, and window seats are built in when the house in built or bought separately afterwards. It will take about the same amount of lumber in one case as in the other, the difference, from the lumberman's standpoint, being in the purchaser—whether it is the furniture factory or the planing mill which fills the architect's or the builder's orders.

A considerable change is taking place in the interior finish of facuses, particularly in cities. Permanent fixtures are gradually taking the place of movable furniture. The bed that disappears in the wall was one of the first innovations to encroach directly upon the domain of the furniture manufacturer. The excuse for the innovation was the need of saving space in crowded apartments. Built-in book-shelves and cupboards always had a standing, but the idea has lately been carried farther than ever before, and these necessities and luxuries are being multiplied. The unmovable sideboard came next. Architects took advantage of the opportunity, and popularized the finnovation by making it harmonize with the interior finish of the rooms much better than was possible if the sideboard were purchased ready made and set in place. The icebox follows the same course, and is hidden away in a corner where it is not much in the way and is almost out of sight.

The window seat has not yet put the davenport out of business, but familiure dealers are afraid it will. Hatracks and clothes presses are in the same list. A furniture journal recently predicted that the time would soon come when about the only furnishings a family would need to buy when moving into a new house would be a few chairs and rugs.

The custom of including much of the furniture in the permanent finish of houses is only following a practice which had long prevailed in other quarters. Banks, stores, saloons, and many offices are equipped with permanent fixtures, which constitute the kind of furniture needed in carrying on the particular line of business intended. The manufacture of such fixtures is a large industry in this country.

The architect suggests many advantages of fixed furniture for resi-

dences. Its harmonious effect is one of them. Its cheapness and convenience are others, because there are no moving bills to pay or damages to make good when families come and go. On the other hand, the furniture manufacturers and dealers are not without argument on their side. They charge fixed furniture with being insanitary, and they protest against the monotony when looking at the same objects and the same arrangement year in and year out. The privilege of buying new things, when the old have grown tiresome, is denied. Cheapness of the permanent furniture, they say, is more apparent than real; for its cost is figured in the rent, or in the price if the house is sold.

#### Humanitarianism Pays

THE NEW THOUGHT seems to apply nowadays as much to methods of handling labor and in getting the highest efficiency from them as it does to the mere installation of modern equipment. Various ideas have been tried out with more or less success in this connection, but one which promises to be unusually successful is being put into operation by a large southern veneer concern located at Louisville, Ky. For years the management of the Kentucky Veneer Works, the concern in question, has been bothered each holiday season by the countless requests of small advances of five or ten dollars to tide over the employe during the holidays. These advances were not only annoying but in many cases resulted in actual loss to the company.

For some little time this concern has been working overtime several days in each week and the idea was suggested by the mill foreman recently that in order to induce the men to remain satisfied under the overtime conditions and at the same time to successfully take care of the advance money requests, the workmen be asked to allow the company to hold up all overtime payments, the company to agree to add ten per cent in each case to the amount of overtime due on the payday before Christmas. The idea not only took immediately but the men have been doing their utmost to make the overtime pile up. In some cases quite a nice sum is already due to the better paid men and before Christmas comes around the aggregate held in trust will be quite considerable. However, this concern figures that it is more than breaking even on the arrangement, besides avoiding all the annoyance and apprehension of loss that was formerly experienced under the old methods. The idea seems entirely a feasible one and it might be that it could be successfully carried out by other concerns.

Forestry for Laymen

NE OF THE COMMITTEE REPORTS submitted to the recent Conservation congress in Washington contained the following pointed conclusion: "Too many schools are turning out professional foresters, and not enough are teaching forestry to the layman." This criticism of American forestry schools was doubtless not intended to be as sweeping as it seems. It is a criticism of omission rather than commission; a charge that this branch of education in America is growing lopsided by developing the theoretical at the expense of the practical. It may be inferred that the remedy lies in more education for the man who owns timber and cuts lumber, and less catering to that branch of forestry which deals with tree planting, estimating the yield a hundred years ahead, studying the habits of dominant and tolerant species, and numerous other phases of the science, which are interesting but not very important in this country now. In other words, the point of the criticism seems to be that there are too many men who know why and too few who know how.

A concrete case will illustrate what the committee probably had in mind when it made the report. A timber company in the Lake states employed three graduates of three high-class forest schools and sent them, each to a different camp, to oversee the log cutting. Instructions were to bank the ash, basswood, and elm logs separately. It turned out that not one of the foresters could separate the logs according to species, and all were thoroughly-mixed at the dump. These young men could have formulated a plan of management for a planted forest, according to the books, from the seedbed to the final harvest eighty years in the future; but that was not the problem that faced them when they went into the Michigan woods. They had been thoroughly drilled in European methods, but not in the practice of the woods where they worked on their first jobs.

A "tayman lorester," such as the committee recommended in its report, would have known ash from basswood. He might not be thoroughly grounded in such technical books as "Schlich's Manual," but he would make good at a sawmill. He would recognize the commercial timbers; could tell good from bad; could cut logs without unnecessary waste, build roads, throw rough bridges across streams, haul and skid the logs, saw the lumber, stack it intelligently, would know when it was dry enough to ship, and would have some ideas on the subject of markets. In addition to this, he would be able to plan fire protection, and could fight fire, and look out for a future stand of trees, as far as his circumstances might allow.

These accomplishments may be acquired partly in schools, partly in practice. The man so trained is not a substitute for the professional forester, but an assistant. The complaint appears to be that the forestry schools are turning out too many bosses and not enough workers.

#### The South

A PROMINENT SOUTHERNER now residing at Memphis, who has made a distinct and enviable place for himself in the business and political world by sheer perseverance and force of character, states that the number of real, live, native-born southern hustlers is comparatively small. This statement coming from a true-born son of the South is especially convincing and merely backs up the opinion of most northerners getting closely in touch with general conditions in the southern states.

It can be safely said that the development of the South has come through the shrewdness, business ability and hustle of northern business pioneers who have had the courage to undertake the opening up of the tremendous resources of that section of the United States. One sees constantly the steadily increasing influence which the North is having on the southern development, and even a casual study of the personnel of the business element in the southern states shows that beyond doubt the statement referred to is correct.

The same man made the statement that the South will never really begin to develop until such time as it awakens to a realization of the possibilities of manufacturing its own raw material. Some time ago HARDWOOD RECORD pointed out that it seemed a foolish policy to pay high freight cost on veneer logs, veneer and imported furniture woods from southern points to northern furniture manufacturing sections. and then to pay a further heavy charge for hauling the finished product back to southern markets. This condition is true not only of lumber, veneer and other products of the forest, but it is true in many of the other lines wherein raw materials are derived from the southern field, shipped to the North for refining or manufacturing into the ultimate product, and then reshipped to the southern markets in the final form.

The tremendous development that would unquestionably result immediately upon the application of a new system in the southern states is beyond estimate. The establishment of one furniture factory, for instance, in a southern city would mean the employment of a large number of operatives, who would not only maintain themselves but their families in the community wherein they were employed. If this idea were carried out as far as feasible in this particular line, the number of new homes which would be built and furnished in the South would offer a tremendous field for the sale of various products going into homemaking and maintenance. This result would be multiplied hundreds of times over by the establishment of similar remanufacturing establishments using the various other natural resources found in that part of the country.

The ultimate result would not only be a great economic strengthening of the southern states, but would mean an equalization of the burden of maintaining mankind throughout the country. Instead of the impractical "back to the farm" cry, which is constantly being forced into the ears of the city workingman, who would in ninetynine cases out of a hundred make absolute failures as farmers, the cry might well be "go to the South where you can continue in your present line of effort, probably under much more favorable conditions than now surround you"

Whatever may have been responsible for the astounding development in the South, it is to be hoped that the element making for that development will persevere until it has secured a still further development that will embrace the conditions suggested.

#### An Excellent Selection

THE ELECTION OF JOHN M. PRITCHARD of Memphis, Tenn., to the secretaryship of the newly organized Gum Lumber Manufacturers' Association, speaks well for the wisdom of the members of the board of directors and officers of that organization. Mr. Pritchard comes into his new duties well equipped in every way to carry them through to a successful conclusion.

It cannot be denied that the most important feature of an organization of this character is that it secure the services of a secretary who is thoroughly competent to not only carry on the routine work, which is really the small part of the association's efforts, but to so exploit the purposes and ideas of the organization that the entire trade will come to realize that it cannot afford to withhold membership.

Then, too, there are other very important matters which will come under Mr. Pritchard's direct supervision, such as the preparation of the exhibit for the Forest Products Exposition, which exhibit will offer gum manufacturers the very opportunity they have been looking for, and also the matter of successfully broadening the general market for gum along other lines as previously outlined.

The Gum Lumber Manufacturers' Association is starting under auspicious conditions, and now that it has secured the services of one so well equipped to successfully handle the office of secretary, it is entirely within bounds to predict that within the near future this will become recognized as one of the most important and efficient organizations in the country.

It is interesting to note also that at the recent meeting of the board of directors, a definite policy was adopted putting the association on record as being entirely neutral regarding its relations with other lumber organizations.

#### Some Valuable Suggestions

THE PAPER READ by Henrik Cronstrom of Kaukas Fabrik, Finland, before the members of the National Veneer & Panel Manufacturers' Association, which met at the Auditorium hotel, Chicago, on December 9, contained some mighty valuable suggestions that could very well be given due consideration by American veneer and panel manufacturers.

Mr. Cronstrom's paper described the veneer industry as it is carried on in Russia, where it has attained large proportions. His outline of the processes in vogue in that country indicates that their methods are 'entirely different in a great many cases from the methods employed by American manufacturers. It must be confessed that Mr. Cronstrom's close comparison of the results obtained by the two methods would not in all cases indicate that American methods are the best, although it is probably a fact that they are best adapted to American conditions. However, his paper was full of suggestions covering different phases of the process of veneer manufacture.

Of particular interest is Mr. Cronstrom's detailed description of the process of steaming logs under pressure, and the most excellent results that are gotten thereby. This suggestion is entirely worthy of the fullest consideration on the part of American manufacturers, and, inasmuch as it has been conclusively proven that the very highest type of results can be gotten through the steaming of lumber under pressure after sawing, it is reasonable to suppose that equally satisfactory results will be secured by the employment of Mr. Cronstrom's suggestions.

This paper was but one of the many which were invaluable to members of the veneer and panel association. The close attention that was given to all the papers read and the excellent attendance that was maintained throughout the business sessions, would indicate that the results of this last meeting will prove to be greater than the results of almost any previous meeting of this organization. It is yearly proving of more and more value to its members, and there is no reason why it should not eventually expand to embrace the entire veneer and panel industry, so that uniformity of all methods of manufacture, merchandizing, accountings, etc., will be accomplished, with the resultant benefit to the entire veneer and panel industry.



Mother o' mite

Mother of man

It I were broke, dead groke, we know

Just hire a hall and give a show and the public would come across I know

I know how I could pick up some don;

would pick up a wrestling star or so

## Pert, Pertinent and Impertinent



#### Another Way Out

With Apologo's to Rudyard Kiplings

Or it all those I owe were bounding me Mother o' mine,

And collectors simply would not let me be,

Mother c' mine, E'd pick up some lad with a good staff panel

In the white hope game we'd clean up the bunch, And thus I could still right sky of the lumb

And thus I could still right slav of tree lunch Mother o' mine. Let this gave old world is ever the same,

The rose smells as sweet under any name, Mother of nem :

And he who for tiches and good cats yearns

Can easily cop what another earns

And still be a man "for a' that," says Burns Mother o' mine.

#### TWO VIEW-POINTS OF THE HARDWOOD LUMBER SITUATION



It depends somewhat on how you spend your time.

#### A Gentle Knock

"That girl has pretty hair," remarked the young man.

"Yes," said the damsel he was with. "and she has some at home that is even prettier". Courier-Journal.

#### Busting Loose

"I love to go into a 10 cent store."

"Why so?"

"Even a man with a dollar bill can bust into one of those places and buy recklessly."—Courier-Journal.

#### Making the Children Spell

Joseph P. Tumulty, secretary to President Wilson, tells of a former member of the Jersey City board of education who, upon a visit to one of the schools, took a reader from the teacher's hand and addressed the nearest little girl.

"My dear, can you spell 'eggpit'." he said. The little girl didn't recognize the word, but was willing to take a chance, so she said:

"E-g-g-p-i-t."

"Erroneous- can anybody else spell it?" the inquisitor asked, looking over the room.

Other children tried. Some spelled it with one g, others with two t's. Still wrong. The

member of the board had his big finger on the word and knew. He turned to the teacher.

"Of course, ma'am, you know how to spell it?"
The teacher blushed and confessed that, while
she was not familiar with the word, she would
expect it to be spelled as it sounded—"e-g-g-i-t."

"Not familiar with it!" roared the guardian of the public instruction. "Not familiar with it it's right here in the book!"

The teacher looked and saw the word-Egypt.
-Minneapolis Morning Tribune.

#### Taking No Chances

A little city boy could not be persuaded to visit the farm and people could not understand why. At last he took a friend into his confidence and said that he had heard about the threshing machines they had on the farm— "And," said he, "it's bad enough by hand."

#### No, Indeed!

The old lady stopped outside the mirrored compartment and belligerently faced the boy in buttons.

"Well, I declare! If you think for one min ute that I'm goin' to pay my good money for that pig-sty with a foldin' bed, you're mistaken. I suppose you think that just because I'm from the country——"

"Get in, ma'am," returned the boy in disgust. "This is not your room. It's the elevator."

#### In Bostonese.

A New York man in Boston was overtaken by hunger late one night. He entered a quick lunch restaurant, perched himself atop of a stool, and said to the waiter: "Sinkers and coffee."

"Sinkers? Sinkers?" said the waiter. "To what do you refer, sir?"

"Sinkers are doughnuts in New York," the customer explained.

"Oh, I beg your pardon," replied the waiter. "Here we always refer to them as submarines." New York Tribune.

#### Cheap Enough

"Last evening a beautiful girl sat beside me at a dinner and whispered that she considered me the eleverest man she had ever met."

me the cleverest man she had ever met."
"What was the result?"
"It cost me \$1 for a taxi" Chicago Record-

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## A Trip to the Caucasus



#### Editor's Note

R. S. Baron of the R. S. Baeon Veneer Company, Chicago, III, and John N. Peurod of the Penrod Walnut & Veneer Company, Kansas City, Mo., returned about two weeks ago from a most interesting visit to the home of the Circassian walnut, the Caucasus mountains, in the province of Trans-Caucasia, Russia.

Mr. Bacon and Mr. Peurod made the trip to consult with their foreign representative, Henry Hoffman of Batum, Mr. Hoffman does a large business in assembling Circassian walnut logs for distribution throughout the world. Mr. Bacon has been kind enough to supply Hamowoop Recomp with a story of his trip and a number of first-class photographs illustrating the character of the country and its inhabitants.

The good which produces the Circuss an walnut tree has been aptly called the "Cradle of Civilization."

Mt. Ararat, upon which Noah's ark rested, is only a few miles from Titles, now the capital of Russian Trans Caucasia and formerly the capital of the Georgian kingdom. It is quite probable that history has made a slight mistake and that the famous dove brought back a walnut leaf and not an olive leaf, as the walnut grows on higher ground.

The true to the Caucasus begins when the steamer leaves Constantinople for Batum, and we were fortunate in catching the Austman Lloyd steamer, "Stamboul," a very comfortable ship. The view of Constantinople from the out-going ship is most picturesque. We pass the old walls, the government buildings, the palaces of the Sultan, and the forts that command the Bosphorus. On both sides of this narrow waterway rise beautiful hills, and, wherever a house can hang on, is a Turkish home. I don't believe there is another ten miles of more beautiful scenery in the world than the Bosphorus. The first stop of any importance is Samsoun, where the boat spends the entire day discharging its cargo into small

R. S. BACON, CHICAGO.

boats. The Turks do not believe in improvements and there are no docks on the entire Turkish coast. We went ashore and after

wandering around most filthy streets we finally saw the sign in English, "Expert Leaf Tobacco," and here we found four Americans who buy seven million dollars worth each year of Turkish tobacco for American cigarettes. We were received like long-lost brothers and enjoyed a delightful dinner at their comfortable home. If we had not gone ashore, I would say that Samsoun was a most beautiful city, with its white and pink houses against the soft green of the mountains as a background. After close contact with the dirt and stench of the narrow streets one forgets its beauty and remembers only its vileness. In the streets of Samsoun are many queer little wagons with no seats. The Turks sit cross-legged on the floor. It's a common sight to see a fat Turk, probably weighing two hundred and fifty pounds, riding on a patient donkey scarcely larger than a good sized dog.

On a hill behind Samsoun one can plainly see the ruins of the ancient city of Amysos mentioned in the Bible as the land of the



KURDS ON STREETS OF TIPLIS. THE GYPSIES OF THE EAST,



FROM LEFT TO RIGHT -YARD FOREMAN FOR HENRY HOFFMANN CIRCASSIAN LOG PROCURER IN NATIVE COSTUME; R. S. BACON; HENRY HOFFMANN; JOHN PENROD.

Hittites. A wonderful old Greek fortress stands fairly well preserved on top of a high hill to the east. It was built about four hundred years before Christ and made of stone so large that modern engineer-



ONE OF HOFFMANN'S LOG YARDS, BATUM

ing skill would be taxed to place them there. How the ancient succeeded will remain one of the secrets of history.

It was a funny sight to see a Turkish barber at work on his

victim who sits anywhere in the street and is shaved without the help of soap or water.

Tribizonde is the last stop before Batum. Here the Caravans started for the interior of Persia in the year 401 B. C. The famous retreat of Xenophon and his ten thousand Greeks ended here. Here he reached safety and found supplies for his exhausted troops after a march of 1,500 miles through hostile country.

The Caucasian mountains are located at the extreme southeast corner of Europe, in Russia and form a solid wall, seven hundred miles long and extend-

ing from the Black sea to the Caspian. These mountains are from eight to sixteen thousand feet high and in the entire seven hundred miles, only two passes are known. The Caucasian mountains have been a barrier between Europe and Asia since the world began and army after army has gone to pieces against them. On the north slope of the Caucasian range, are the Steppes of Russia, with a climate about like Dakota and from this region comes the well-known Cossaek. In a distance of about seventy miles the climate is entirely changed and the south side of these same mountains enjoys a sub-tropical climate and here grow olives, oranges and palms.

The history of the Caucasus begins in tradition with Thargamos, a great grandson of Japhet, son of Noah, and later this land was the scene of the Greek Argonautic expeditions. It was near Batum that Jason found the Golden fleece and slew the dragon that breathed fire from his nostrils. The people in the beginning were Argon tribes. Alexander the Great and his army conquered part of the Caucasus and Pompey's Roman legions later held the coast, after which came the Byzantine Empire. Then for a long period the Mongols from across the Caspian sea under Tamerlane held the plains and coast and in turn were driven back by the Arabs who controlled in the eighth century. Venetians, Persians, and Turks each in time, held more or less of this historical part of the world, but through all these changes, the Georgian kingdom remained a nation from 302 B. C. until the beginning of the nineteenth century, more than two thousand years. During all this period the invading army held the coast and parts of this country, but the native had only to return to his mountains

and remain unconquered. Each nation or tribe, however, left some of its people who intermarried with the original Caucasian and formed villages of their own, and today covering only a few miles simmers this strange melting pot of many nations. The Russian nation has been the only one throughout all time to completely conquer this country, and rather than live under Christian rule, between four and five hundred Mohammedan Circassians left their mountain homes and emigrated to Asia Minor. Under Russia the country has enjoyed a long period of peace and prosperity. The Georgians and Circassians make fine soldiers and many of the Czar's regiments are formed of them. The Russian policy, however, is to keep the Caucasian regiments in some far away section of its vast domain and the soldiers in the Caucasus (and there are many), are from Russian Poland or north Russia. In this way the soldiers and the people have no interest in common.

The Circassians are a proud race and are justly noted for their good looks, both male and female. One blot on their history, however, is the fact that they sold their daughters to slave dealers, and the harems of Turkey and Egypt were filled with Circassian and Georgian girls. To the credit of Russia, this disgraceful traffic was stopped in 1774. Their homes are nearly always in small villages in order to protect them from Kurds or other lawless bands. Their dwellings are dug out of the hill sides, stones forming the front. A Caucasian village looks much like a village of the Pueblo Indians, The natives are very primitive and many queer customs prevail. No

pictures adorn the walls and they have no furniture except a few home-made chairs. They are great lovers of food and drink but a knife or fork is not considered necessary. A traveler is always welcome and a guest is made much of. The best wine they have (and they make wonderful wine from their native grapes) is produced and a banquet held; the host expects his guest to drink much, it being considered a great compliment to become intoxicated, this proving the excellency of the wine and the guest's approval.

Circassian walnut grows in all parts of the Caucasus, but prin-

cipally in Mingrelia and Circassia. The main value of the trees has been the crop of nuts, which have been an article of trade

The walnut trees originally were planted in the same manner as



ONE OF HOFFMANN'S YARDS. MR. PENROD SEEN IN NATIVE GARB.



CIRCASSIAN LOGS ON BEACH AT BATUM.

any orehard, but there have been so many wars and invasions, that an entire district might be depopulated and for many years deserted and in this way sections that originally were orchards, appear to be

wild growths of walnut forests. The best trees for veneer purposes come from the district of Good-a-oot and Sukhum, one hundred to two hundred miles north of Batum and from the shore line back twenty miles or more. The best colored wood grows high in the mountains and in some cases apparently out of solid rock. The trees growing in such places are small but of a very fine color, with

strong light and dark contrast. The trees growing in low places are larger and more free from defects, with less color, mostly brown, similar to Turkish wal-

I was able to get a good picture of one of Mr. Hoffmann's producers, a genuine Circassian. The revolver and long knife are always in evidence and the Circassian gentleman is most careful of his dress and quite a dandy. The costume is never complete without the knife and revolver. Across the breast are two diagonal rows of cartridges, a relic of former grandeur. The laws forbid real cartridges, so all now wear wooden imitations with inlaid silver or carved bone tops. These producers go back in the country districts to small villages, buy a few trees from one man and a few from another. sometimes only one tree being bought. The logs are collected and hauled by oxen or water buffalo to the nearest stream and as soon as the logs are dry enough to float, they are sent down to the coast. Very often there is no stream and the logs are hauled miles over the rough mountain roads. Small sailing vessels carrying about fifty tons bring the logs to Batum or Poti, where the exporters receive and sort them. The day we reached Batum, a small ship was unloading, the boat could not get nearer the beach than one or two hundred feet, so the logs were thrown over-board and two men up to their arm pits in water, tied ropes around them while twelve or fifteen men pulled them out on the beach. It would seem a very slow and expensive process, but labor is cheap (about seventy-five cents per day), and time is never considered when "east of Suez."

The burls have been in great demand for many years and are practically exhausted. Burl

hunters now go across the Caspian as far as Bokhara. It is necessary for a log buyer to speak several languages or dialects for the manner of speech changes in almost every section. The gentlemen in this picture, with almost no education, speak four languages and many dialects. It is easy to see how difficult it would be for any American to travel and secure logs from the natives.

The logs arrive in Batum just as they are felled, with bark and sometimes limbs on them, and it is here, in the sorting and trimming yards, that the wonderful adze men do such beautiful work. It is a study to watch them hew and adze these logs. They never seem to make a miss cut and the log when finished looks as though it had been planed. A large per cent of the log is wasted as most of the sap has to be cut off and many thousands of feet have thus gone into chips. In these yards work Turks, Armenians, Persians and Tar-

tars, all with long knives, often to the outsider, apparently ready to kill each other; but, I understand, not much quarreling and very little fighting occur. The Turks are very devout and stop work at certain hours, wash face, hands and feet, go through their prayers right on a log or anywhere they happen to be-it makes no difference to them how many spectators they have. One of Mr. Hoffmann's yards is in the Turkish part of Batum and entirely surrounded by Turkish homes, and a poorer class of people it is hard to imagine. The women seemed industrious and were quite often about the yard drying clothes on the logs or picking up chips for the fire. Their faces were always covered with a black mask or shawl, not even their eyes showing. It is a mortal sin for any man other than their husbands to look on their faces, and they guard them most carefully. Circassian walnut has been

used locally for many years and some of the oldest furniture is made of solid walnut. The workmanship is crude and as cabinet makers the Circassians do not excel. Batum is the principal port for exporting walnut, and while some logs are sold in Europe, America now takes a very large percentage. The government imposes a heavy export duty on all shipments and this, together with the high freight, forms a very considerable part of the cost. Add to this the fact that the exporter must buy entire lots from the producer and often has to receive logs he cannot ship. These poor logs are an entire loss for there is no market in Batum for inferior logs or lumber. It can readily be seen that these conditions will cause Circassian walnut to remain one of the most expensive of woods.



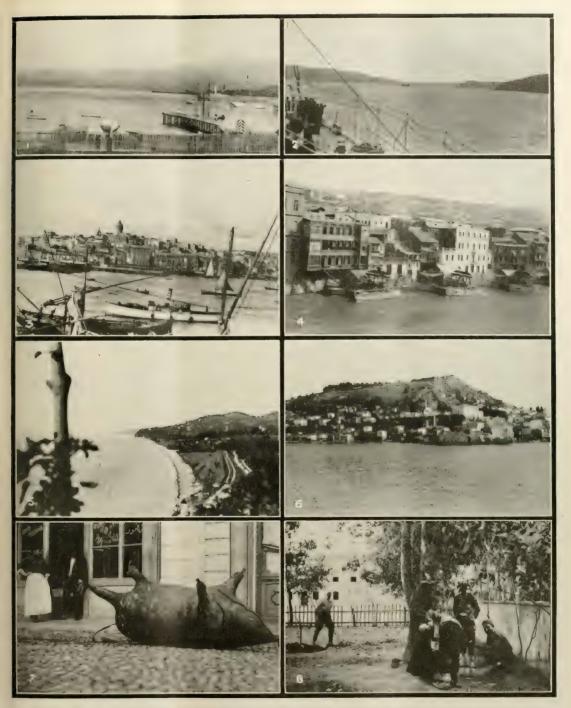
LOG WAGONS ON STREETS OF BATUM

THE BEAUTIFUL GEORGIAN ROAD, THE MILITARY PASS MAIN-

TAINED ACROSS THE CAUCASUS BY RUSSIA.

The scenery of the Caucasus is wonderful. There can be no more beautiful coast than that of the Black sea with the snow-capped mountains that rise majestically from the water. This old country has many wonderful advantages and some day its natural beauty and resources will advance it to a great place among the sights of the world. Then Switzerland and the Canadian Rockies will have to take second place among the famous scenic countries.

Many strange and interesting sights are seen on the streets of



1. HARBOR OF RATUM, SHIPPING POINT FOR CIRCASSIAN WALNUT. 2. THE BOSPHORUS EUROPE ON ONE SIDE, ASIA ON THE OTHER. 3. TOWER OF GALETA AND PERA, CONSTANTINOPLE. 4. WATER WHEELS RUNNING MODERN MOTORS FOR LIGHTING. 5. LOOKING NORTH FROM BATTEM INTO THE CIRCASSIAN COUNTRY. 6. TYPICAL TURKISH TOWN ON BLACK SEA, SHIPPING POINT FOR TURKISH WALNUT. 7. TRADITIONAL MOHAMMEDAN WINE CASK—CLEANLINESS NOT A PRE-REQUISITE. 8. SAMSOUN BARBER SHOP—NO SOAP OR WATER USED

Batum. Mohammedan pilgrims from Bokhara cross the Caspian on their way to Mecca, some of them with beards, teeth and finger nails dyed a carrotty red. Queer looking home-made carts, constructed entirely of wood, even with wooden pegs for nails, and pulled by the water buffalo, are common in this section. The Russian regiments all singing as they march are most entertaining. Falcons are still used by hunters and we saw several returning after a day's hunting, with a good supply of small birds. A funeral procession in this land has some features that seem odd to an American. Four men carry the lid of the coffin on their shoulders, and following them are six men carrying the coffin with the deceased plainly in view of all. Wine is made in the country districts and brought to Batum in goat skins, pig skins and sometimes oxskins. I am told they are not always too sanitary. Queer looking little victorias which are called droskies are ever present ready to take you on a gallop most anywhere in Batum for twenty-five kopecs, which is equal to about twelve and a half cents in our money. Batum has a fine boulevard and bathing beach and every day there is "September Morn." The beach for men and women is separated only by about two hundred feet of air, not even a wire fence. Not a bath house in sight and both men and women

undress on the beach and take their bath, "au nature!"-not a bathing suit on the entire beach.

I noticed men both at Batum and Tiflis with strings of beads in their hands or around their necks. I thought it was something like a rosary and had some religious significance, but I found out that it was worn only by men who did not smoke and was used as a plaything to keep their fingers busy.

The Russian calendar is fourteen days behind ours and it seemed strange to arrive in Batum as we thought on October 2 and find out it was September 18. Batum was part of Turkey until 1878, when the treaty of Berlin gave it to Russia and since then the Russians have made wonderful improvements and built a new Russian town with paved streets and fine parks.

The old or Turkish Batum remains unchanged with Mosques, bazaars and coffee shops. Everything is done in the most crude way, just as it was done in the time of Christ. The Mohammedan does not want new civilization and says that when Mohammed returns to earth they want him to find everything just as he left it and he probably will unless woman suffrage extends to Turkey and the ladies get a chance to change things.



## Talk to Gum Manufacturers



#### Editor's Not

The following communication, although somewhat radical, is printed without comment. It is written by an interior faith manufacturer, who, owing to unsatisfactory experience with gum, twice abandoned its use; but latterly-laving secured gum that was seasoned in a satisfactory manner, has become an enthusiast over it.

The writer has noticed that a gum manufacturers' association has been formed for the purpose of furthering the sales of gum, and educating the consumers of lumber up to the desirability of gum as a substitute for other woods.

The millstone around the neck of gum is substitute.

No other wood occupies this undesirable position.

Is oak a substitute? Is poplar? Is ash? No; they stand on their own merits.

The very name, "gum," carries a burden of opprobrium.

This probably applies more particularly to the domestic trade; but at that, the exports of gum for 1912 (60,000,000 feet), were pitifully small, representing only the good end of the cut of eight or nine ordinary mills.

The writer's first introduction to glum was in 1888. At that time considerable effort had been made toward introducing gum on its merits; and quite a number of architects were impressed enough with its beauty, and what was still more appealing, its low price, to specify it for interior finish.

The results, however, were discouraging and disappointing. The material was restless and tried its best to leave the wall to which it was nailed and crawl around the room.

How much of the gum you are shipping today is as straight as poplar?  $\cdot$ 

The writer's first view of gum was of a pile of base blocks, about fifty in number, whose dimensions were  $1\%''x3\frac{1}{4}''x7''$ . These blocks had warped from  $\frac{1}{4}''$  to  $\frac{9}{4}''$ , and were so very crooked that the dimensions are vivid to this day in his memory.

This trait showed up-everywhere, and gum got so black an eye that no one wanted it at any price. Persistent salesmen occasionally persuaded reluctant consumers to try it and only incurred the enmity of the customer afterward.

Of course better methods of production and better methods for re-manufacture came with the years; but today, gum is being used principally because other woods have gone so high in price that it is cheap enough to permit of its use.

Would gum be used to any extent today if poplar, basswood, birch, etc., were at the same "price level?"

What a humiliating position for a beautiful and honest wood; the bulk of it used only because it is cheap!

This beautiful wood a substitute when it ought to hold its head high and point to its surpassing qualities!

Get away from the word "substitute."

Fine every man in your employ who uses this word a thousand dollars.

Consign this word, once for all, to the limbo of oblivion,

You are selling a wood that is *superior* to poplar, to basswood, to birch and the rest of the close-grained woods.

Suppose you could ship gum of any width (box boards included) that is as straight and flat as poplar.

Couldn't your salesman talk enthusiastically on the following points as compared to ordinary poplar:

Perfect as to being flat and straight.

Stronger by far.

Can be brought to a smoother surface; consequently will take a better polish in finishing.

Will not split as easily.

Comes in more desirable widths and lengths.

Is "springier,"

Is harder; therefore is not so easily marred or dented,

That it has a far richer and more pleasing appearance.

That it has more character and "life."

Suppose you could ship gum that will hold its shape after it is finished, better than ordinary poplar.

That the tendency to come and go under varying atmospheric conditions is almost entirely eliminated.

That the tendency to warp and twist is gone.

That it can be kiln-dried in less time.

That it will not shrink appreciably in kiln-drying.

That it will not case-harden in kiln-drying.

That it will increase the capacity of the customer's kiln.

That it is a thoroughly dependable and honest wood.

That it will not rot or decay as easily; therefore has a longer life. And then, could not your salesman end up with: "And it's a blasted shame that I'm quoting you this price."

Suppose that besides, you could effect an economy of from three to four dollars per M in the production of this kind of gum, and in addition reduce your investment in slowly drying lumber by anywhere from \$10,000 to \$25,000, wouldn't this interest you?

Why not put gum "on the map" as the lumber?

Quite a number of your neighbors are producing this kind of gum.

Every producer and user of "Kraetzer-cured" lumber is cognizant of these facts.

A RE-MANUFACTURER.



## Minnesota's Wood-Using Industries



Mannesota is one of the latest states to publish a report of its wood using industries. The report comes from the press of the State Forestry Board at St. Paul, and is harnesomely printed, adequately illistrated, and its appearance creates a favorable impression.

The field work on which the report is based was carried out by John T. Harris, statistician in the United States Forest Service; and a chapter on the state's timber resources has been added by William T. Cox, forester for Minnesota. It is, therefore, a work done under a co-operative agreement between the federal government and the state of Minnesota. Its purpose was to collect data on the uses of woods by factories. The output of sawmills did not fall within the scope of the investigation. It is an account of what becomes of lumber after it leaves the sawmills, or so much of it as may be converted into products by further manufacture. Lumber and timbers used in the rough for building purposes are not included.

The state is rich in both softwoods and hardwoods. The former predominate in quantity, the latter excel in variety. The last primeval forests of white pine in the United States are in Minnesota. The areas where this valuable softwood is found contain large amounts of Norway or red pine, jack pine, spruce, tamarack, and lesser quantities of other softwoods. Further south in the state are situated the hardwood forests. The regions where timber of this type abounds in largest quantity are known as the "Big Woods." Clay soil prevails there and the land is being cleared for agriculture as the stands of timber are removed. The principal hardwood mills in Minnesota are situated in that region.

The state forester estimates the value of Minnesota's timber resources at \$975,000,000, which does not take into account the prospective value of second growth which will be cut in future years. The state's area is \$4,282 square miles, of which 5,637 are water, and 52,000 forest. There are 8,000 lakes. These are rapidly silting up; 2,000 former lakes have already disappeared, and it is predicted that 3,000 others will disappear in the next fifty years.

The annual demand for lumber for further manufacture is 958, 025,398 feet, as is shown by statistics in the report. Approximately, 125,000,000 feet of this consists of hardwoods, of which nearly half is made, up of birch and basswood, but twenty-three other hardwoods are listed. The total number of woods reported is forty-five. The accompanying table lists these woods, together with amount of each used, and the average cost of each.

#### SUMMARY OF WOODS USED ANNUALLY IN MINNESOTA

		Cost per
	Feet b. m.	1,000 feet
White pine	463,208,450	\$16.51
Norway pine	169,192,979	15.74
Jack pine	65,241,422	13.91
Spruce	46,312,000	16.45
Tamarack	31,575,301	15.91
Birch	30,780,044	21.76
Basswood	24,278,769	15.30
Douglas fir	19,597,271	25.72
Baim of Gilend	13,118,000	15.15
Red oak	12,773,189	36.71
White oak	12,487,106	42.47
Hemlock	10,004,168	12.22
Sitka spruce	9,457,020	22.40
Aspen	8,236,500	12.77
Balsam fir	7,491,600	15.08
Sugar maple	7,414,287	26.92
White ash	5,342,189	32.30
Shortleaf pine	3,480,647	31.61
White elm	2,984,337	18.08
Western white pite	2,227,000	29.18
Cottonwood	1,594,519	26.17
Western yellow pine	1,533,800	29.53
·Chestnut	1,041,850	24.08
Western red cedar	943,231	27.09
Black ash	938,403	29.58
Red gum	872,880	29.16
Western hemlock	872,600	15.41
Yellow poplar	821,187	54.07
Cypress (bald)	819,862	36.14

Longleaf pine	600,763	20.00
Cork elm	564 664	18.00
Mahogany	481,405	152.47
Northern white cedar	350,000	13.71
Silver maph	239 502	22.65
Hickory	244,400	56.42
Black walnut		104.08
Cherry (black)	155.540	90.56
Redwood	135 505	27.12
Butternut		35.61
Sugar pine		40.00
Western larch		30.09
Spanish cedar	50.000	35.00
Beech		22 00
Circassian walnut	15,000	30 1 00
Post oak		40.00
	20,000	20,00

Twenty important and many minor industries in Minnesota use wood is some form as raw material for further manufacture. The smallest industry which is separately considered in the report is boat building which demands only 107,000 feet of lumber a year; the largest is planing mill products with a total demand of 667,021,508 feet. The others range between, as is shown in the accompanying industry table. The total cost of all reported raw material was \$16, \$844,033. Approximately 133,000,000 feet, of the total of 958,000,000, was grown in the state.

#### SUMMARY OF WOODS USED BY INDUSTRIES OF MINNESOTA

	annu		cost	cost	Minnesota	Minne-ota
			per	f e b		
Industries	Leet le m	Per cent	1,000 ft	factory	Feet b m	Feet b m
Planing mill products Sash door, blinds and gen-	46,7,021,508	69-62	\$15.70	\$10,473,303	652,097,508	14,924 000
eral millwork	99 346 475	10 37	26 22	2,604,539	64,900,407	34,439 038
Boxes and crates	77,854,600	8 13	13 26	1,032,674	61,690,700	16,163,900
Car construction	29,519,111	3 08	23.17	683,889	4.351,668	25,167,443
Woodenware and novelties.	26,703,170	2 79	17.19	458,917	15,733,523	10,969,647
l'orniture	9,875,448	1.03	28 59	282,373	2,411,560	7,463,555
Pixtures	7,178,986	.75	35 65	255,941	2.542,000	4,636,986
Vehicles and vehicle parts	6,940,700	7.2	34 37	238,577	380 400	6.560 300
Paving materials	6,425,000	. 67	17.68	113,600	6,425,000	
Miscellaneous	5,926,000	62	23 72	140,577	3,640,000	2.286,000
Agricultural implements	5,823,600	.61	31.71	184,654	2,551,100	3,272,500
Gates and fencing	4,570,000	.48	19.95	91,170	4,570,000	
cabinets	3,850,000	.40	28 08	108,100	575.000	3.275,000
Caskets and coffins	2,864,000	.30	25.85	74,030	1.459.000	1,405,000
Tanks and silos	1 898,800	20	24 32	46,172	735,800	1,163,000
Dairymen's, poulterers' and						
apiarists' supplies	1,165,000	.12	21.65	25,220	400,000	765,000
Handles	430,000	.04	12.80	5,500	400,000	30,000
Musical instruments	280,500	.03	43.45	12,188	27,000	253,500
frunks and valises	245,500	.03	26.18	6,427	137,500	108,000
Boats and ship building	107,000	.01	57.78	6,182	24,000	83,000
fotal	958 025 398	100 (8)	\$17.58	\$16,544 033	825 059,196	132,966,26

The waste problem in the woods and at the mills is still serious in Minnesota. No such headway as Iowa has shown has been made in solving it. The latter state wastes little, because sawdust, bark, chips, and all kinds of wood scraps and refuse find market near the place of production. Wood is scarce in Iowa; but in Minnesota it so plentiful that waste finds little sale except in the towns of larger size. In the forests, where most sawmills and many factories are situated, nobody will buy what can usually be had for the asking. Consequently, large amounts of refuse material go to waste, which could be sold at a profit in more thickly settled regions. It cannot be profitably shipped where markets exist, because transportation charges are prohibitive on that class of material.

The lumber statistical department of the government seems to have lost quite a string of sawmills in compiling figures of the lumber cut in 1912.

Borrowing money and running in debt are two familiar roads to trouble, yet without these business would shrink more than it ever has in panic times.



## The Lumbermen's Round Table



#### THE PRICE AND THE SALE

Just at this time, when trade is seasonably quiet, and business conditions are likewise affected by such important factors as the proposed currency revision, it may be well to quote the wise saying of a leader in the hardwood field on the subject of cutting prices:

"The dealer who resorts to a reduced quotation in order to close a sale," he said, "seldom does himself any good, but only disturbs the market. Under ordinary conditions reducing prices does not stimulate the demand, but simply means taking the available business with a reduced margin of profit. It is the exceptional buyer who will order a car that he doesn't need simply to get a bargain; and in most cases when a sale is made at a cut price, it could have been made at the standard quotation just as well. It takes a little more salesmanship to handle a buyer without yielding to the temptation of reducing prices; but who wants to be a mere order-taker?"

#### SHALL IT BE QUANTITY OR QUALITY?

The old debate between sawmill men on the subject of cutting the lumber for quality or quantity still comes up occasionally, and some pretty good points can be scored on both sides. It is true enough that conditions have changed radically in recent years, with the growing scarcity of hardwood timber and the constant advance in price. This advance has proceeded more rapidly than that on labor, so that if there were ever anything in the argument that it is worth while to sacrifice a little in output in order to improve the grade, it is all the more cogent now.

The happy medium is the only solution of the problem. Nobody wants his sawyer to waste an unreasonable amount of time turning over the log and figuring out how he can cut it so as to make the most lumber; nor does the average millman like to see a slambang run that turns out stock in unusual quantity but kills the grade. The sawyer who can keep the production up and not overlook any bets in the way of increasing the percentage of firsts and seconds is a real jewel, and is generally appreciated, and he realizes that both features of his work are important.

At the same time, it is porobably true that in the small mill the quality end of the argument ought to be given first place, while in the large one, with big overhead expenses facing the operator, the only way out is to keep the production up to a high mark.

#### EXCHANGE OF CREDIT INFORMATION

A number of local lumber clubs have endeavored to make use of the information which their members possess regarding credits by exchanging data on this subject. The plan usually decided upon is similar to that used by the general organization, that is, the secretary or other executive of the association keeps in his office a list of firms upon which reports have been made, and at the same time maintains a file of letters and other written information upon which the reports are based. The latter feature is of particular importance, because it has been pointed out that the only danger to which a club exposes itself in transmitting information regarding the credit or general desirability of a customer would result from the distribution of reports which are not backed up by evidence in the form of letters from its members. Legal advice on this point is to the effect that when a list of names is sent out, with the specific purpose for which it is to be used-eredit information-noted upon it, and with sufficient data in the office of the organization supporting the report, no trouble with the authorities need be anticipated.

#### DON'T TAKE AN UNEARNED DISCOUNT

In connection with the point noted above, the growing tendency on the part of members of the trade to exchange credit information, lumbermen and others should remember that deducting a discount from a bill after the discount period has passed makes them legitimate material for inclusion in a list of undesirables. This is as bad as being slow or uncertain in paying, unfair in grading and measuring, having a poor rating or possessing any of the other disqualifications for dealing with other business concerns. Houses which are irreproachable otherwise, from a credit standpoint, frequently acquire a

very undesirable reputation among the trade just by virtue of trying to get something to which they are not entitled in the form of unearned discounts; and the concern which is as jealous of its reputation in this regard as it ought to be will not run the risk incident to taking the alluring two per cent when it isn't entitled to it. The victim of such a deal may accept the check and say nothing, but sooner or later the act, if repeated, will be a business indictment the terms of which are generally familiar.

#### ARE YOU A SPECULATOR?

When a cotton spanner takes a contract to deliver 100,000 pounds of cotton yarn between now and next May, for example, he immediately covers his requirements by purchasing 100,000 pounds of cotton, plus a fixed percentage for waste. He declines to speculate in what the market is going to do in the intervening months, but assures a profit on his manufacturing operations by getting the cotton at the price basis he used when he quoted the buyer of yarns for May delivery.

A lot of lumbermen are in the habit of making contracts with consumers to supply lumber during the ensuing twelve months at a given price without having bought the logs which are to be used in manufacturing the lumber to be delivered on that contract, or otherwise anticipating the situation and avoiding a loss in the event the price of lumber—and logs—should go up. The lumberman may object that it is impracticable to buy logs that far in advance of manufacture, and it would be bad business to carry more than three or four months' supply ahead. If so, why make contracts?

Isn't it true that the chief reason why contracts are broken by sellers as well as buyers—the latter side of the situation has been discussed pretty often, so there is no need of going into it here—is in order to avoid a loss brought about by an unfavorable change in the market situation? That being the case, the contractor ought either to make sure that his costs will not be excessive, by buying or contracting for timber ahead of time, or quit making agreements which he may not be able to fulfill.

"I won't sell anybody lumber for delivery more than three months ahead," said a leading member of the trade not long ago. "To get a contract involving large blocks of lumber it is necessary to sell at current prices, or lower; hence when you make a contract of that kind, you are simply wagering on the market remaining stationary or declining. In view of the general tendency of hardwood values for years past, the odds are against the seller. Besides, if the price goes down, you run the risk of the buyer wriggling out of his contract. For these reasons I have passed up the annual contract as a poor form of salesmanship."

#### TELEPHONE AND TELEGRAPH

"One of the best ways to get an order," said a lumber salesman who is wise to most of the wrinkles of the selling game, "is to use the long-distance telephone. Frequently I have missed getting business, and then called up from my next stop to offer the buyer a special proposition of some kind. He is naturally impressed with the fact that I regard the proposition as important, or I wouldn't be using the 'phone, and not infrequently I land him. That involves getting the confirmation by mail, but ordinarily isn't difficult."

In the same connection the head of the collections department of a well-known concern said recently that the use of a wire to a delinquent customer will have more effect than anything else. It shows the debtor that the lumber house is in earnest, and that the account must be given attention.

"'Don't use the telephone on cases of this kind, however,'" advised the collection expert. "The man who owes you can tell his tale of woe so easily over the 'phone that it's hard to insist on action, while the cold, crisp message of the telegraph makes a response necessary."

If that car shortage could be made to curtail lumber production instead of delaying shipments it would have a good influence on the market and profit the manufacturers.



## Remarkable Wood Preservation



Nature's work has man's beaten to a standstill. A sample of wood preservation, discovered at La Brae, near Los Angeles, Cal., proves this. The modern timber engineer thinks he is doing pretty well if, by the use of oils and poisons, he can lengthen the life of wood two or threefold; if he can add ten or twenty years to the period a log will last.

Generally speaking, it is nature's way of working to destroy the old and use the material in building something new. The poet expressed it: "The granite rocks disorganize to feed the hungry moss they bear." Decay, the world over, is simply a process of preparing material for a new creation. Forests have been rotting since and before the carboniferous age, and the process still goes on,

vet there is no decrease in the amount of forest. Nature is no miser, hoarding away valuable things, but believes in use. Yet, occasionally, nature becomes a miser and saves something by "withdrawing it from circulation." In the damp woods of Washington and Oregon instances are well known where fallen tree trunks, buried in moss, have remained sound several hundred years. Cedars lying in the bottoms of New Jersey swamps have still longer records. But the periods during which these have been preserved are brief indeed when compared with the record of a piece of redwood tree found in a natural deposit of asphaltum in southern California.

Asphaltum is supposed to be a product or a by-product of petroleum. It exists in veins and ledges, nearly as hard as stone, as in the "uintaite" of Utah, and the "maniak" of the Barbadoes; as lakes of the consistency of pitch, as in Venezuela; and as deposits of various sorts, on the surface of the ground or beneath it, in many parts of the

During the present year some remarkable finds have been made in asphaltum deposits at La Brae, near Los Angeles. A pit has been unearthed which has been termed "the prehistoric animal trap," because it was filled with bones of extinct animals, embedded in the asphaltum. The discovery is attracting wide attention from scientists, and in some ways it is the most remarkable ever made in the world. The circumstances under which the bones are found indicate that ages ago a pool or well of soft asphaltum existed there, with an opening at the surface of the ground, and that animals in their wanderings through the region ventured on the surface of the treacherous tar, sank, perished, and accumulated at the bottom. Thirty tons of skeletons have already been taken from a pit fifteen feet in diameter, and the bottom has not yet been reached.

Not only is the quantity of bones remarkable, but the kinds are no less so. Among them is the three-toed horse, the buffalo, giant sloth, elephant, camel, mastodon, saber-tooth tiger, and others. They have not yet found the skeleton of the neolithic man, but they are looking for it. More saber-tooth tiger skeletons have been taken from that pit than have been found in all the rest of the world up to the present time. The evidence seems conclusive that beasts of prey frequented the place to feed on animals which had stuck in the soft

asphaltum, and were themselves caught in the treacherous magma and perished with the victims on which they had attempted to feed. Judging by the enormous collection of bones, the trap may have been at work hundreds of years. It caught more beasts than were ever seen in any menagerie from Rome's coliseum down to Barnum's day.

The famed and beautiful valleys of Los Angeles had different inhabitants then from those there now. Huge mammals, both herbivorous and carnivorous, must have been appallingly abundant. The buffaloes were larger than those of today; the giant sloths were capable of devouring vegetation in amounts to equal the work of the hippopotamus in the sudd fields of the Nile, and the size of the

skeleton of the three-toed horse seems to identify it with what scientists have called "the forest horse," "the fleetest quadruped that ever lived on earth."

The man who deals in wood will be interested in what the pit contains in his line. A hint as to what trees then grew on the Los Angeles hills is interesting. A log was found standing on end in the midst of the bones. A small piece of the wood has been examined for HARDWOOD RECORD, and it bears witness to many things calculated to inspire serious thought.

phaltum where it has lain ever since, but there is no sure way

How old is it? No man knows. Its geological age has been determined within certain limits, but this cannot be expressed in years. It has come down from early pleistocene time, if its age is judged by the company in which it was found. Though that time is recent, as the epochs of geology and astronomy are reckoned, it belongs in unrecorded antiquity, measured by human history. Man may have been, and probably was, on the earth when the log found lodgment in the as-

B

STRUCTURES OF ANCIENT AND MODERN REDWOODS COMPARED

The LaBrae redwood on left, modern redwood on right. A A medullary rays: B B, summerwood. The common wood cells are perpendicular. The small circles on the cell walls are openings connecting one cell with another. Through these the sap of living wood circulates. The ancient and modern woods are drawn on the same scale, considerably magnified. Note the fineness of structure of the LaBrae specimen compared with the

of determining the time in years. It was before the close of the Glacial age, perhaps before its beginning. The time antedates the intrusion of the fields of ice from Canada, which pushed southward two thousand miles, reaching within five hundred miles of the Gulf

It is probable that the presence of polar ice so far south-which period or periods must have lasted several hundred thousand yearsdrove the sloths, camels, and other tropic animals out of what is now the United States, or froze them to death. If the La Brae animal trap ceased to gather in prey before the ice invasion from the north, an age of 500,000 years seems conservative for the log in the as-

An examination of the wood under the microscope reveals several most interesting facts. It is of the sequoia genus, an evergreen, conebearing tree with thick, stringy bark. It is closely related to the present day "redwoods" and "bigtrees" of California. It is probably an extinct species, but its near relationship is obvious. The exceedingly slow growth is remarkable. The annual rings are so close together that the naked eye cannot distinguish them. From ninety to one hundred of them are required to measure an inch. The only modern trees matching that in slowness of growth are those found at or above the snow line on mountains, or in the far north. It requires also I few years for snet a tree to reach a diameter of one foot

The cellular structure of the La Brae redwood is very similar to that of the modern tree, but the scals of the former are much smaller. The accompanying drawing shows the two woods side by side. The right half is redwood from the region north of San Francisco; the left half is the redwood from La Brae. The cells of the latter are about one-tenth the size of the modern wood. Their actual size may be judged from the fact that several million of them could be packed in the space of a cubic inch.

The drawing shows a radial section—cut from the heart toward the bark. Though the ancient wood is amber-colored, the thin shaving shown in the drawing is so transparent that objects may be seen through it, as if it were glass; yet the minute pits or holes in the cells, through which the sap circulated when the tree was living, are clear-cut and distinct. Compare the delicate texture of the La Brae wood with that of redwood, as the illustration shows them side by side. Redwood is exceedingly fine grained, yet when it is compared with the ancient specimen, it looks like carpet alongside of lace.

The wood is not petrified, as Arizana's prehistoric logs are; nor carbonized, as most woods are which are found in liquite beds; but it is as fresh and natural as if it had grown a few years ago. It is a sample of perfect wood preservation. The cells, when highly magnified and seen in cross section, show that a slight compression has taken place, which is not surprising in view of their being weighted down by tons of asphaltum for half a million years. The effect of the compression is seen in the slightly rhombic instead of squarish contour of the cells in cross section. However, the resin cells, bordered pits, and even the tori (little trap doors which opened and closed the perforations of the cell walls) are perfectly preserved.

Chemical forces have not been wholly idle during the vast ages during which the sequoia log lay in the bottom of the asphaltum pit. This work was done inside the cavities of the "food" cells—those in which the tree's surplus of food was stored. Their contents have been chemically changed, as is evident in a considerable density and darkness of color in the contained material. Change is apparent also in the failure of the wood to respond to chemical tests to which the modern sequoia wood responded readily. The test for tannin is

Globules of resin are visible in the vertical wood parenchyma or resin cells. This proves the wonderfully enduring properties of this resin. It has been soaked in asphaltum during hundreds of thousands of years, and remains unchanged, or only slightly changed.

The wood seems to have about the hardness of California redwood of the present time. In that remote period sequoia grew 400 miles farther south than any grows now. Its presense in southern California, which is now a region of little rain, is proof of profound climatic changes since then, because sequoias belong in a damp, cool climate, wholly different from the present climate of southern California.

The most interesting feature of all remains for mention. It is connected with the wood's preservation. Of course, timber that is shut away from air cannot decay, and the most remarkable thing is not the fact that the wood was preserved, but in what the microscope reveals inside the cells. The tree was apparently already dead, and decay had attacked it before it was buried in the asphaltum. The evidences of this are the threads of fungus visible within the cells. Fungus is the agent, the cause, of wood decay. The microscope reveals these minute threads, which are as small as spider webs. They are seen in the position in which they penetrated wall after wall of the cells, working their insimulating way through the wood. Their activities came to an abrupt end. This may be presumed to have happened when the log sank in the tar-like substance and took its place among the skeletons in the bone pit where modern explorers have unearthed them.

During the unmeasured ages which have passed since then, the delicate fungus threads have been preserved so perfectly that they seem to have ceased their activities only an hour ago. During that time stupendous changes have occurred on the face of the earth. Ice

from the north descended thousands of miles, "grinding like the mills of God," crushing mountains into fragments, filling valleys, changing the courses of rivers, making and destroying lakes, shearing the summits from peaks, and excavating to the foundation rocks of the continent. Whole races of animals have been swept away. Forests were destroyed, and have crept back inch by inch during unrecorded time. Climates have changed and seasons have shifted. Following all this came the transformations due to man's presence since history began. Yet, untouched by any change during that vast time, the delicate threads of fungus—so delicate that a breath would break them—have lain at rest, among the fibers of the wood which was equally well preserved, to be brought to light again after five hundred thousand years, to give man a glimpse into nature's laboratory, and a hint of the matchless perfection of her work.

#### Further Evidence Wanted

It is claimed for Dr. Martin Kleinstueck of Germany that he has discovered a method of coloring wood in a few hours while the tree is still growing. The process is not minutely described; but the explanation offered is that a dye is fed to the tree's roots and is carried to all parts of the trunk, limbs and even the leaves in a single day, and that the color so imported is permanent.

In the absence of further proof that this can be done it is well to be slow about believing it. There is nothing new in the mere fact that coloring matter can be introduced through the roots of certain plants, and that the flowers, leaves and other fibres will change color. Florists have long turned the trick to their profit; but in their case the stem and foliage so colored are living tissue. Sap circulates through all parts and carries the dye with it.

The coloring of the wood of a tree is a different proposition. It might work so far as the leaves and sapwood are concerned, though even that is doubtful in case of a large tree. It is not explained in what manner and through what channels the coloring matter is to reach the heartwood. That part of the trunk is dead to all intents and purposes. Sap does not circulate through it. The water contained in the fibers is practically stagnant. What movement it has is exceedingly slow and irregular. It is not apparent, therefore, how dyes entering through the tree's roots can find their way to the heartwood in the short space of one day or even of hundreds of days. Of course if it has been done, the fact can be accepted and theories must yield; but until it has been demonstrated it is safe to remain a disbeliever.

The claim does not stop with the living tree, but it is asserted that coloring matter may be injected into logs and will penetrate to every part in a few days. Another doubt is due here. Shavings and thin pieces of wood may be so colored; but difficulties increase in geometrical ratio as the pieces increase in size, and when they attain log dimensions it is practically impossible to force the liquid to the center within a brief period, unless a method has been discovered greatly superior to anything yet put in practice by timber treating engineers. Their great problem is to secure penetrations for the fluids intended to preserve wood. Under pressure of a hundred pounds per square inch of surface a log as small as a railroad tie will not receive oil to its center, under ordinary conditions of treatment. A pressure of a hundred pounds per inch, during four or five hours, may give a penetration of less than one inch. Much depends on the woods. Some are more easily penertated than others.

Dr. Kleinstucck promises to write a book on the subject of coloring woods by his process. If he has accomplished what is claimed he has something valuable, but it is as well to wait a while before becoming excited.

The well balanced business man is the one who keeps the right proportion of horse sense and science in his working mixture.

We profess to learn by mistakes, but it is the other fellow's mistake we prefer to learn by while it is our own that would really teach us the most.



## Combined Saw and Veneer Mill



The sawmil with veneer into a machines added, while not the usual thing in the hardwood indistry, a found so frequently the sakes that it can marely be called a row thing or a novelty. Quite a number of the hardwood sawmil ne plants erected during the past few years in the South have included veneer cutting with sawmilling. There are two combinations of this kind made. One is the combination of veneer sawing with sawmilling, and the other is combining rotary veneer cutting with sawmilling.

The aist combination of this kind taken up with was that of veneer sawing, and usually the proposition involves working with high-grade oak which will produce good quartered flitches. The wheer saws are used to work these flitches into quartered veneer for face work. There are a few instances where veneer saws have been used in combination with sawmills for making thin lumber, such as cigar box and panel stock from poplar, cottonwood and gum. Usually, though, the more important combinations of veneer sawing and sawmilling involve the working of oak, and the veneer saws are used to reduce the finer quartered oak stock to face veneer. Where this idea is carried out the veneer saws really become a part of the sawmill and mark an extending of the work of reducing logs to finer marketable products by the process of sawing.

Some mills in reducing to thin lumber instead of fine thin veneer follow the process of resawing instead of turning to the veneer saws. For example, one may find a hardwood mill equipped with one big mill band saw, one big resaw and further along a smaller or regulation size resaw. Here the big saw cuts flitches thick enough for two boards; these go through the big resaw and those boards which it is desired to resaw again and reduce to thin lumber go through the second resaw. To some extent this process is taking the place of the former method of making thin lumber by producing heavy flitches on the mill saw and then working them into thin lumber on the veneer saws. The resaw will do much more work in the same length of time.

For the hardwood sawmill working mixed hardwoods, and especially those where considerable quantities of sap or white gum are involved, there comes a combination of veneer cutting with sawmilling in which rotary veneer machines are used. Where the veneer cutting end of the business assumes much magnitude it puts the millman to figuring his sawing on a different basis.

One man talked to recently who was operating a mill in which the veneer cutting department had grown fully as large if not larger than the sawmilling end itself, was lamenting his troubles. He said it was almost impossible to make the sawmill pay a profit when he figured cost as it should be figured.

He had a modern mill with resaws to facilitate the work of reducing timber to boards and every convenience for handling both logs and lumber and it looked like he ought to be making lumber about as economically as it is practical to make it.

He explained, however, that his trouble came from the fact that most of his best logs went to the veneer mill and as a result he was operating his sawmill mainly on low-grade logs and the resultant low-grade lumber would not average high enough in price to pay any kind of a profit. In other words, he felt at times that the veneer mill was robbing him of his best sawmill profits, by taking the higher grade logs, especially in gum. His timber consisted of a mixture of bardwood, including gum as an important item. Along with it was oak, ash, some cypress, sycamore and elm.

About the only really high-grade, high-priced lumber that he was able to get from the mill was oak. He was not cutting oak on the veneer machines but cutting box shooks and plain veneer from such woods as gum and sycamore so that he had some fine oak for quartering as well as plain and rough oak, and his main complaint was that his best gum went into the veneer mill and the low-grade gum cut in the sawmill was really cut at a loss because the entire product was low-priced lumber.

He was figuring in this instance from the sawmill standpoint alone, and not taking into consideration the question of whether the rotary

vencer much ness that giving more of of the gire than it would be practical for him to get out of them with the sawmill.

Good red gum that shows figure may be worked advantageously in the sawmill, and the chances are the average sawmill man will get more out of high-grade red gum in the form of lumber than if he worked it on a rotary veneer machine, especially if he were to turn it into plain veneer and box shooks on the veneer machine. To make the high-grade red gum into face veneer and fine stock is a different thing, a thing not usually done with the rotary cutting department of the sawmill. It belongs to the class of veneering known as fine veneering, and is best handled at plants where they specialize in face veneer. There they get more out of it than the sawmill man does, but usually where plain veneer making is done as a side issue or in connection with sawmilling the, better plan is to work the high-grade red gum logs into lumber.

In white gum or gum that runs largely to sap it is a different matter. The sawmill working this class of gum is likely accumulate quite a stock of upper grades and find more trouble in realizing the price that should be had for white and sap gum that runs above No. 1 common than it will have in finding a market at current prices for the lower grade stock. Here is where the veneer mill combination comes in. There is an enormous demand for thin stock in plain wood of this kind for furniture panels, drawer bottoms, for box shooks in single ply and for built-up box panels, and it is here that in the modern scheme of things the veneer cutting machine helps out in the proper utilization of timber.

It is a pretty safe bet that in the instance where the millman was complaining that his sawmill department was having a hard time to make money because the veneer mill was taking his best gum logs, if he had taken the returns from the veneer mill in conjunction with those of the sawmill he would have found that the veneer mill was getting more for that high-grade sapwood than he would have been able to get for it cut into lumber. In other words, the final results from the entire plant in the way of net returns were better from this combination than if he had worked the gum and sycamore into lumber.

Another opportunity in utilization furnished by the veneer department was easily apparent from the quantity of blocks or short lengths that were coming in. There were many short blocks, evidently made short originally because the timber was crooked or because good short lengths could be secured between heavy knots and burls along the trunk of the tree and thus there was obtained for the veneer mill lots of timber that would have been left in the woods had the sawmill alone been depended upon for working it up.

This should not be taken, however, as an argument in favor of cutting short blocks voluntarily for the veneer department, for long logs are better and more economical in the veneer mill as well as in the sawmill and ordinarily logs for the veneer mill should be cut as long as it is practical to handle them. The advantage is in the saving of timber and in it being easier to cross-cut them to length with the drag saw of the sawmill than with the hand cross-cut in the woods. Perhaps the greater advantage is in saving timber. Stock cut to block lengths in the woods checks in the ends and three or four or even six inches must be allowed for trimming with the score knives on the veneer machines to get sound stock, whereas if the blocks are freshly cut from the log at the veneer mill this end trimming allowance can be reduced to one-half or even onefourth of what is required when the blocks are cut to length in the woods. The only advantage in the short block idea is the chance it offers to cut out and utilize timber in the woods that will not make the longer logs. This is often quite a decided advantage, however, and the rotary veneer mill enables the loggers to glean many a thousand feet of timber that would otherwise go to waste.

Why buy a machine for ripping lumber and then push the lumber through by hand? Let power do the feeding as well as the driving of ripsaws—it is better, and eventually cheaper.



## Uses of Port Orford Cedar



#### Editor's Note

Scientists have scretced in vain for satisfactory expansation or some of nature strangs doings, one of which does to be half a valuable tree species in some observe and restricted come of the world where it attains extremely high development but appears to be totally unable to extend its range in any direction beyond the limits set by the inexplicable and inexorable flat: "Hitherto shalt thou come but no further." There seems to be nothing in the geography, geology, situation or climate constituting a barrier against the spread of the species into new areas, yet it never crosses the line set for it by some mysterious agency. Such a tree is the Port Orford cedar of the Northwest Pacific coast. It occupies its ground so vigorously that it evides most other trees, yet it has remained in the same place as far back as there is any botanical record. Huron II. Smith, dendrologist of the Field Museum of Natural History, recently made a study of this interesting tree in its native home. The following article from his pen, written for Hardwood Record, deals chiefly with the commercial side of this species.

Little has been written in timber journals concerning Port Orford cedar (Chamaccyparis lawsoniana), because the tree has such a limited range as to be endemic. Not a stick of it is found north of Coos bay, southern Oregon, not even on the north shores of that bay. While it ranges as far south as the mouth of the Klamath river in northern California, it is scattering there, and is abundantly found only north of the Rogue river and on the Oregon coast, forming between there and the mouth of the Coquille river a nearly continuous forest belt, twenty miles long.

The wood of this fastidious tree deserves much attention from manufacturers desiring special qualities. Sargent says of the wood that it is light, hard, strong, and very close-grained, abounding in fragrant resin. very durable in contact with the soil, easily worked, and capable of taking a good polish. It is as light as basswood or box elder; harder than western spruce; stronger by a ninth than white oak. It is closer grained than red cedar.

The fragrant resin which the wood contains is far superior to that of any other wood of North America, its nearest kin in odor, and indeed in family, being the Alaska cypress (Chamaccyparis nootkatensis) which grows in the coastal region northward. Its delicious odor, however, when the wood is cut in the mill, is so strong that the mill cannot continue to cut it for longer than five days at a time. It has a strong and injurious effect on the kidneys of some of the workmen, soon incapacitating them for labor.

The wood takes an excellent polish. It is very durable both in the water and in the soil. In the Oregon forest a spruce tree seven and a half feet in diameter

was found growing on the fallen stem of a smaller Port Orford cedar, the roots extending like the claws of a parrot around each side of the log, and locking together underneath. The spruce was at least 400 years old, and the cedar is today as sound as any of the green trees that stood by it. The peculiar specimen was put on exhibition in the forestry building of the Lewis and Clark Exposition at Portland, where it may be seen today.

The aromatic oil seems to preserve this wood from decay. This oil makes it burn very readily, too. The writer, in stopping for dinner out in the country at Coos bay, actually saw the housewife go to the spring for her kindling, take a chunk from under its weight, wipe it off with her apron, and touch a match to a splinter that flamed like a torch.

Vessels built of this wood on Coos bay over forty years ago are still as sound as when launched, and are doing excellent service up and down the Pacific coast. The wood is much sought after for construction of speed motor boats. In fact the Smith mill at Marshfield, Ore., is now cutting the timber from this species for Sir Thomas Lipton's next cup challenger. He always has them built

The odor of the wood is an absolute safeguard against moths and insects when it is used for closets, presses, and wardrobes. The odor

of clothes kept in them is more agreeable and delicate even than that of camphor wood. The only other timber in the world that has a similar character is the hino-ki (Chamaecuparis obtusa), found extensively in Formosa and Japan. It is the sacred tree of Japan, and all Shinto temples in that country are built entirely of it. Most of the lacquer work of the higher type is done on this wood

Port Orford cedar is cut for commercial purposes by only three or four mills: C. A. Smith of Marshfield, Ore., who cuts it in a special mill; the Randolph Milling Company, near Bandon, Ore.; and the Coquille Milling Company, on the Coquille river in that state. It is worth about eighty dollars a thousand now for carpenter stock, and should not be used for engineering purposes, as it is too rare, and other woods will answer as well for that purpose.

Ranchers and small operators cut a good deal of this choice wood into four-foot bolts, for which they receive about \$28 a thousand feet, though paid by the cord, and ship it to block match factories. About the only important factory left manufacturing these block matches is

PORT ORFORD CEDAR IN ITS NATIVE HOME.

that of Zan Brothers in Portland. The Alaska or block match, called "stinkers" by the loggers, is probably more used on the Pacific coast and in Alaska than any other type of match. It has been in use many years, and in some regions to the practical exclusion of all others.

They are sulphur matches, and will not easily blow out in the wind; and if dropped into the river they can be subsequently dried out with no impairment of their igniting quality.

As the blocks come to the match factory they are cut up into slices the thickness of the match length. One end is cut very smooth, as it is steamed and cut with a razor-like microtone knife. The other end is crumpled and crushed, the fibers being matted together to keep the matches in a block. Then the blocks are put

through an automatstamping knife that cuts the thickness of the match all one way. The secand time it is fed at right angles to these cuts, and is a block of matches. all but the igniting end.

The blocks are separated into pieces of a suitable size to be grasped in the hand, and are lan top end down on a hot plate, so that the action of the heat separates each match from every other one. Then Chinese labor is engaged to dip them for about a



SULPHUR CORNER IN A PORT ORFORD BLOCK MATCH PACTORY

nearly as valuable on the West Coast as the cocoanut is to the Sandquarter of an inch into a bowl of hot sulphur. As soon as they are sufficiently dried, the tips are dipped into a pan of heated phoswich Islands.

phorus, either red or blue colored as may be desired, and the matches when into squares and packed about 1,200 n a lox when is sold at retail for

The western lumber jack would be Lost without his block matches which are his inseparable companions everywhere. The rainv season there never means a lost supply of the case elsewhere when other kinds of matches are used. Thus we see that Port Orford cedar is

# Red Gum and Circassian Walnut



Red gum is a plain wood and a figured wood. Much of it has no figure, as the term is commonly used, and some that is figured is used for ordinary purposes where the figure adds nothing to its value. The total annual cut of red gum, including lumber and veneer, is not far short of 750,000,000 feet, board measure. There is no way of determining exactly how much of this is used in a manner to display the figure and how much is used without any purpose of such display; but it is a safe guess that ninety per cent of it either has little figure or that no attempt is made to turn such figure to account.

The annual cut, as given above, is in board feet. That is, the measurements are taken on the basis of boards one inch thick. But about 130,000,000 feet are veneers. If this were stated in surface feet the measurement would be nearer 1,000,000,000 feet, because the sheets of veneer are thin, and several of them must be laid one upon another to equal the thickness of an inch board.

Much of the figured gum is used in the form of veneer, and though it may not amount to ten per cent of the whole cut, it covers a great deal of surface. Figured wood, therefore, is much more in evidence than is indicated when its total quantity is expressed in board measure. One board foot, when converted into veneer, may cover eight or ten surface feet of furniture or interior finish.

Red gum's figure is not primarily due to contrast of annual rings, as is the case with most of the pines, and with such hardwoods as ash and chestnut; nor is it secured by exposing medullary rays, as in quarter-sawed oak, though a certain variety of appearance is secured by quarter-sawing red gum. Its figure is peculiar. It is due to the deposit of chocolate-colored and light red material in the wood. To a certain extent these deposits run at haphazard; that is, they do not follow annual rings or medullary rays, but are dispersed irregularly. On the other hand, certain patterns reoccur at intervals, so that when a large surface of figured wood is examined, it is found that certain pleasing features are repeated in a way to suggest a sort of rule or law.

The name red gum is due to the color of the heartwood. This

color is due to minute grains of pigment in the medullary rays chiefly, though the grains are found in the vertical fibers also. When the sapwood changes to heartwood as the tree advances in age, the coloring matter finds lodgment in the dead material constituting the interior of the tree. This process is common with most woods. The dark color of the interior is caused by deposits of pigment in and among the cells. It does not lodge in the sapwood, for the supposed reason that the circulation of water there is active and washes the substance out; but activities practically cease in the heartwood, and such solid substances as find their way there will remain.

The stains which produce the figure in red gum seem to be different from the coloring matter spoken of, since figure occurs in the sapwood as well as heartwood, while the red which gives the wood its name is in the heartwood only.

In addition to the coloring matter of the heartwood, and the stains which produce the figure, there is a gum present in minute globules in the vertical pores and the medullary rays; but since this gum appears to have little to do with the color or figure, its functions need not be considered here.

There is great difference in the amount of heartwood in different trees. Some have little, others a large proportion. Soil and situation appear to be influential factors. Trees on low, wet ground often contain much more sapwood, in proportion to size of trunk, than trees on dry ground; but this rule is not universal. Old trees have more sapwood than young. This law rules most tree species. It was once believed that if red gum trees were girdled and killed and were left standing a year or more, the quantity of heartwood increased; but that opinion was not well founded and it is no longer held.

Red gum is remarkably free from disease while the tree is alive. Its remarkable immunity has been attributed to the great period that it has been on earth. It flourished on the Pacific coast in Tertiary time-nobody knows how many million years ago. Its survival during such immense periods is attributed to its ability to resist disease, by which process it gradually became immune. Though the living tree resists attack, not much can be claimed for the wood after the tree dies. It is only moderate in its resistance to decay.

The figure and the texture of red gum have made it the most satisfactory substitute in the world for Circassian walnut. Much has been said on the subject and much remains to be said. Per haps the most pointed thing that ought to be said is that the time should speedily come when red gum will stand on its own merits and will not pass as a substitute for anything; but that time has not yet come, and it is appropriate to speak of this wood as it is used at present.

Circassan walnut, for which figured gum is so often a substitute, is an Asiatic wood (Augians regia). Its original home, as its
name indicates, was Circassia, a region of western Caucasus, now
included in the Russian government of Kuban and Chernomorsk,
lying between the Black sea and Kuban river. In a circular by
Sudworth and Mell, of the United States Forest Service, issued
January 25, 1913, it is stated that Circassian walnut's range
extends eastward to northern India and northern Burma. It has
been widely extended by planting, which began in Europe before
the Christian era, and may have been as early in India and China.
This is the tree which bears the nuts of commerce known as
English, French and Italian walnuts. They all come from the
same tree, though it is known by different names.

The Circassian walnut wood that reaches this country comes from Circassia, and to a less extent from northern India. The planted trees of Europe furnish wood of a lower grade, and little of it reaches the United States, and when it is sold to European manufacturers it is not called Circassian, but English, French, Italian, or Austrian walnut.

There is not enough Circassian walnut to meet the demand, even at the high price asked for it. It is brought at great expense from the mountains where it grows. When it reaches seaports or railroad stations it sells by the ton at prices averaging about \$160 a thousand feet, log scale. Freight and middle men's profits add much to this before it gets to the consumer.

The quantity reaching the United States is not definitely known, because it is imported simply as "cabinet wood" and is not reported separately; but the Forest Service has published such statistics of manufacture as have been compiled, from which it is estimated that approximately 2,000,000 feet of Circassian walnut reach the United States yearly.

A tour of observation among large furniture stores in any American city will show much Circassian wahut, or what pretends to be, in evidence. It is the same in New York, New Orleans, Chicago, and all over the country. A little figuring will show that 2,000,000 feet a year is totally inadequate to make all the "Circassian" furniture that is being sold. In addition to furniture, large quantities are demanded for interior house and office finish, fixtures for stores, banks, saloons and offices, church fittings, and musical instruments. To make all of these commodities, the 2,000,000,feet of Circassian walnut a year must suffice, or substitutes must be used.

There can be only one conclusion: much that passes as Circassian walnut is something else, and that "something else" is in most cases red gum.

The imitation is so exact in figure and color that it will tax the knowledge of most people to tell the true from the false. This applies not only to the ordinary purchaser who buys a bureau or finish for an office, but it applies in many cases to the dealer. Sudworth and Mell say in the circular already referred to: "Although it is easy for expert buyers to recognize true Circassian walnut logs, it is often difficult to distinguish the wood from some of its substitutes when they have been skilfully stained and finished. Chief among the woods which resemble Circassian walnut in general appearance is the so-called satin walnut, tassel wood, or red gum of the United States, the wood of which has been sold as Circassian walnut, both for furniture and for interior finish. The wood from butt logs of red gum is often handsomely veined and mottled, and is strikingly similar in general appearance to Circassian walnut."

Experts have worked out keys and explanations to assist in detecting red gum when used as an imitation of Circassian walnut. The keys are adequate in the hands of an expert who understands the structure of woods and can use a microscope; but to any one else the keys are of little use because too difficult for ordinary use. The arrangement and size of the pores of the two woods are much alike. They are so nearly the same that it is doubtful if that test alone can be relied on to distinguish one wood from the other. The color alone is equally unreliable as a means of identification, after the finisher has been at work. There is a difference in luster-sometimes the difference is in favor of the walnut and sometimes of the gum. The only feature in which the walnut is always superior to the gum, as far as figure is concerned, is in the burls and the crotch wood. No imitation, except the work of the brush, can make gum look like walnut in that particular.

The two woods are thus brought together in a wide and useful field. The one has been a prince among eastern woods for two thousand years; the other was, until recently, a mere plebeian among western woods; but now they have come into competition that was not made possible by the eastern wood descending from its high place, but by the western wood rising to the level of its princely rival.

#### Memphis Logging Conditions Not Promising

There has been favorable weather throughout the greater portion of the Memphis territory during the past fortnight and good progress is reported with logging work. There are complaints that the amount of timber prepared for shipment in the delta proper along the entire line of the Yazoo and Mississippi Valley road has been smaller than usual. This raises the question as to whether or not there will be an adequate supply of logs for the winter because the proportion of log receipts at Memphis coming from the Yazoo & Mississippi Valley line is unusually heavy. Every effort is being made to take advantage of present favorable conditions and to prepare as much timber as possible for later use. Whether or not these efforts will be successful depends largely upon the character of weather for the next few weeks. Winter is already at hand and doubt is expressed as to whether or not it will be possible to make much further headway.

Owing to the very heavy movement of cotton to Memphis over the Illinois Central and Yazoo & Mississippi Valley lines, as well as over the other roads entering this city, receipts of timber by rail have been somewhat smaller than during October. This development was to be expected, however, as the maximum movement of cotton always precludes prompt handling of other traffic, including lumber and logs. It is fortunate for lumber interests that, with the lull in rail receipts, there has been a rather decided increase in the amount of timber brought to this city by water. The stage of the Mississippi and its tributaries has been decidedly more satisfactory during the past fortnight and a great deal of timber heretofore unavailable has been brought out. It has likewise been fortunate that the big movement of logs to Memphis during October left the mills well supplied for the present, with the result that there has been practically no stoppage of manufacturing operations here as a result of the decrease in timber receipts.

#### Car Statistics

The regular report of the American Railway Association on car surpluses and shortages shows that on December 1, 1913, the total surplus was 67,466 cars. as against the surplus of 46,059 on November 15. The sur\_lus on November 30, 1912, was 26,135.

The total shortage on December 1 of this year was 10,212, as against the total shortage on November 15 of 23,407. The shortage on November 30, 1912, was 62,536. From these figures it can readily be seen that combined with greater attention to the matter of taking care of shipments, the slackening up in trade is being felt by the railroads.



## The Russian Veneer Industry



Editor's Note.

The following as a paper read on December 9 a rore the meeting of the Netional Veneur & Pan I Manual ever as Associated, be durful and duffer numbered, Claude, by Henrik Constrom of Kodow Labork Financial Has a unique strengly one of the most unique strengly one of the most unique strengly one of the meeting and valuable papers that have every contradiction duffer this association and very well ments cose reading on the port of amount interesting in the venue of panel industry of the United

To writer has been in the United States since the beginning of this year, to study the veneer industry, and especially the difference between the methods and mach very employed here and in Russin, and has been requested by one of the located members of the National Veneer & Panel Manufacturers' Association to furnish, on this occasion, a short account of Russian veneer manufacture. Being under many obligations for the courtesy and great attention that have been bestowed on me during my visit in American veneer factories, I have not wanted to refuse complying with the request, but am glad if I can in this way reciprocate in a small measure for the great favors extended to me. I wish, however, to state right in the beginning that I am not an expert in any way on the Russian veneer industry, although I am somewhat acquainted with it.

In order to give the clearest possible picture of this industry, as far as is in my power, I will furnish first a brief account of the manufacture itself, from beginning to end, and then make a small comparison between that method and the one employed in the United

States in those points where they deviate from each other and can be compared, and will then give some figures in regard to the size of the production in an average factory, number of machines used, number of employes and finally the cost of production.

The logs are cut from December to March and transported to the factory in winter by rail, but in summer often by water, being made to float along with logs coming from lighter trees, to keep them from sinking. The logs are carefully stored away at the factories and are kept in water-basins during the warmer season. This prevents splitting and change in color, and the logs are therefore, when work on them begins, quite as fresh as if they had just been cut.

Immediately before cutting, the logs are steamed under pressure for about six hours. This steaming must be done with much care. The pressure rises slowly from 0 to 15 pounds per square inch. All condensation must be drained from the boilers so the logs do not lie in the water. This is very important. After the steaming the logs are carried as quickly as possible to the veneer-lathe.

Then follows the most important process after cutting: Glue spreading and drying. This is somewhat different in different factories. In most of them the veneer is carried direct from the veneerlathe to the glue spreaders. Some factories, however, will first pass the veneer through a so-called wringer, to squeeze out a part of the water through the pressure. This tends to reduce considerably the time of the actual drying process. This operation will often remove from twenty-five per cent to forty per cent water, hence it is easy to see that the expense of the drying is reduced to quite an extent. Some factories now use even a hot air drying machine for this purpose. The main thing is, however, that this pre-drying-where it is done-is never a complete drying, but has for its purpose only a somewhat lower presence of water in the veneer; hence, practically speaking, it is still in a wet condition when it reaches the glue-rollers.

When the wet veneer goes through the glue rollers it imbibes not only the glue itself, but at the same time the materials that make it waterproof. The glue covered veneer comes then into the so-called glue press, where it is submitted to a high pressure between steam heated plates. In this press, where the veneer is held a longer or



HENRIK CRONSTROM, KAUKUS FABRIK.

shorter time, depending upon its thickness, the largest part of the moisture which is in the logs is removed. From this press the veneer is introduced into the so-called dry press where it dries off and cools off quite thoroughly.

When a veneer for export is to be produced, without special designation of its purpose, the only thing still to do is to cut the veneer into the desired sizes, which is done in a so-called clipper for sizing, and to carry it through a scraper, whereupon it is ready for export.

With several factories, however, a part of the veneer is treated somewhat further, by sawing it into ready plates for tea boxes, chocolate, ash trays, etc. In these cases the appearance of the veneer is often changed by letting it go through coloring machines, imitation machines, smoothing machines, etc.

This is the general way of manufacture told as briefly as possible.

If we now want to make a comparison between this method and the one employed in the United States we have to remember that in an ordinary factory in Russia, there is worked in the main only birch and alder three-

ply veneer of a thickness of 4, 5 and 6 millimeters, that is about 5/32" 6/32" and 7/32", while most factories here send out a highly finished product for different purposes. A comparison, if it can be made at all, must limit itself therefore to certain leading features of the

Moreover, the writer wishes to call the attention of his audience to the fact that his knowledge of the American veneer industry was gathered during the visits that he has had occasion to make to factories in this country, and it cannot therefore be complete. Hence, it is quite clear that he will be guilty of errors in the following, for which he wishes to apologize beforehand:

First, as to the way in which the logs are kept in storage at the factories, the writer thinks he has noticed that in most factories in this country the logs are kept all the year round on dry ground, while most Russian factories keep the logs in water-basins or tanks during the warm season. The former method is without doubt a disadvantage to the American factories. In spring, when the sap begins to rise in a growing tree, the same thing will happen also in a freshly cut stem. This causes a change of color in the wood, and makes it brittle, and this is especially the case with the birch tree. In fact as the logs are kept longer on dry ground, they will deteriorate in other ways-by cracking, etc. As is known, a fresh stem can be kept in water almost an indefinite time without any great change.

We now come to what is perhaps the most important difference between the two methods-the boiling, cooking or steaming of the logs. The American factories cook the logs for twelve to twenty-four hours in open water reservoirs or tanks. The Russians steam the logs for six hours in closed boilers under pressure. The purpose of the steaming is, of course, to render the logs sufficiently soft and tough for cutting. This purpose is attained in both methods; perhaps the wood gets a little softer through cooking in water. But is something else not likely to take place with this steaming? We shall see. In steaming according to the American method, the logs will take up in themselves more water, so that they will contain practically a higher proportion of water than will some fresh lumber that is treated in the Russian style. All this water will then have to be evaporated

by neans of the drying process. How does this compare with the Russian style? Through the stewing in steam, under pressure, a large amount of the water is driven out of the log; the higher the pressure which is used, the more water is removed. Still, the pressure should not be raised to more than fifteen pounds, for otherwise the wood will get too dry. There is, therefore, in this method less water left to be evaporated, following our drying. But something else will happen when this steaming under pressure is used, that is, the sap-cells of the wood are caused to burst, the pores are opened, and the largest part of the sap and foreign matter which is locked up in the pores is driven out.

As before stated, this steaming must be done with care, the pressure being increased slowly. An increased pressure from the start would destroy the structure of the wood. The main thing is to obtain from the process a product that is soft enough for cutting, with open pores, free from sap and containing less water than before damping.

A gentleman in the United States, who is thoroughly acquainted with the veneer industry, told the writer that he has met with trouble in attempting to dry maple veneer in a drying-machine with steamheated plates. The difficulty consisted in that from the interior of the wood a sap came oozing, which stayed on the outside and formed a sticky mass. He then tried to steam maple logs without pressure, before the cutting. The result was that the drying in the platedryer could be undertaken. What can we learn from this practical example? In the first place, that though steaming in water a large. even perhaps the largest part of the sap remains in the wood. In the second place, how easily the sap can be driven out by contriving a pressure in the cells inside, for there, as in this example, a wet veneer strip is placed between two hot plates; where the temperature is over 212 degrees, the water which is in the wood changes direct into steam, and a pressure results, which drives out the sap. In the third place we see from this example that even through steaming without the least pressure, a part of the sap can be withdrawn. Still, steaming without pressure carries with it one disadvantage that each veneer man has experienced, namely-that the steaming does not work evenly through the whole mass of the wood.

But why is it that the removal of the sap is such an important matter? Because, in the first place, as everybody knows, sugar sap, resin, and similar substances, are extremely hostile to every glueing. We cannot glue together maple veneer, when the exterior is covered with a coat of sticky sap. In the second place, getting rid of the sap plays undoubtedly a considerable part in producing waterproof veneer, as we shall see farther on.

As far as the cutting itself is concerned, that is done in Russia in the same way as here, and with machinery about the same; still there is a little difference. Sometimes a lathe with a movable knife is used, that is, the knife moves forward and backward parallel with the cutting edge. As we know, it is easier to cut wood when the cutting edge moves in the direction toward the fibers of the wood. Moreover, a smoother cut is obtained. In fact, this is a principle which has come to be employed with almost all woodworking machines. A veneer-slicer is known to be built on the same principle. Why then should this principle not also be followed in a veneer lathe? It is true that the machine gets more complicated, but it should be remembered that such a machine need not be used for rough center work stock, but rather for the best face veneer. Moreover, the knife in such a lathe retains its sharpness quite a while.

As to the drying and glueing, which then follows, the main difference consists in this, that according to the American method the veneer is first dried and then glued, while the Russian process is just the opposite. We shall see farther on what can happen in the two instances. When the drying is done in the American way, the pores in the wood are closed more or less, the surface becomes sometimes somewhat case-hardened; at other times, glossy. When this veneer passes through the glue-spreaders, the main part of the glue stays on the surface. A small part crowds into the wood, as the moisture of the glue opens the pores somewhat. What happens when the Russian method is followed? When the wet or only slightly dried veneer goes through the glue spreaders, the pores are open, and not alone

this, but are also free from sap. The waterproof glue penetrates into the pores and is absorbed by them.

When this veneer is then placed under high pressure between steam heated plates, the glue is pressed very strongly into the pores. In this way even the larger portion of the water which enters the wood and glue turns into steam and goes off at the same time, carrying with itself part of the glue, whereby the pores are filled even more. Inasmuch as the external strata in three-ply are usually very thin, it will be seen that these are almost entirely impregnated.

It might be thought that this process works slowly and is expensive. The fact is that it is slower than the American process, but there is still another circumstance which should be taken into account. First, we see that while the American veneer contains perhaps forty per cent to fifty per cent water before the drying, the Russian contains not much more than half this amount. There is therefore so much less water to be evaporated. If we, however, study the principle of the drying itself closely, we find that two entirely different principles come into play. Without further going into details on this matter, it might only be stated that according to the principles employed in the American plan, a sufficiently large heat is applied to the wood-such an amount as will cause the entering water to pass into water vapor, then the air is heated sufficiently to be able to take up this moisture and finally this moist air is gotten rid of in a mechanical way by blowers, etc., which requires power. Another principle for the drying is that to convert the water which passes into the wood into steam direct. For this purpose no air is needed. It is this principle that is employed in the Russian method.

It would lead us entirely too far to show here in detail which method takes more steam. One fact is while the Russian factories get along with only about half the amount of steam that is employed by the American ones, still they employ more steam at the time of steaming the logs. Moreover, there are obtained in Europe at least two glue presses with steam heated plates for the same prices as are paid here for a blower dryer. Everything being normal, the capacity, with glue presses of this kind, is about 180 cubic feet for ten hours, or if we take for example 5/32 3-ply = 13,500 square feet. If any one should want to characterize in a short, perhaps somewhat exaggerated way, the difference between the American 3-ply and the Russian waterproof 3-ply, this could be done, according to the writer's opinion, perhaps in the following manner: The American 3-ply consists of three strata of wood glued together and the glue which is between the strata has entered only to a small extent into the wood itself, the pores of which are partly filled with dried or solidified sap, hence the moisture is easily absorbed through the outer stratum and dissolves the glue. The wood fibre or the skeleton itself of the wood is, as will be noticed, not materially attacked by the moisture, but it is the pores that imbibe the water, which causes the wood to swell, destroying the glueing and breaking apart the wood itself.

Russian 3-ply on the other hand consists of three strata of veneer glued together, and the waterproof glue which is employed is to a large extent driven into the pores of the wood which are empty and free from foreign matter so that the whole face of the wood is made waterproof. It is clear without further explanation that 3-ply must become much more capable of withstanding the moisture.

If the American veneer would be glued with waterproof glue one would obtain, of course, a more or less waterproof product, but this would still be not of the same kind as the Russian, because the wood itself would continually be susceptible to moisture.

It might still be said that every Russian veneer factory has a well-equipped laboratory for the examination of glue, etc. The writer has not noticed anything of the kind in the American factories.

A Russian factory of middle size is built for about 210,000 cubic feet of veneer per year. This is about a carload of twelve tons a day. Of this there are only about 10,000 cubic feet unglued in different thicknesses. The material is divided about as follows:

								ou. II.
4 mm. 5	32" 5	iOS of all	glued :	veneer.		100,000	2000	7,500,000
5 mm. = 6	32" 3	OG of all	glued	veneer.	 	60,000	==	3,600,000
6  mm. = 7	32" -: 1	5% of all	glued '	vencer.	 -	30,000	=	1,500,000
Thicker		50 of all	glued 3	vencer.	 -	10,000	=	330,000
Unglued di	ifferent th	hicknesses.				10,000	=	600,000
					_		-	
T-40	0.1					110 000	- 4	2 520 000

Of every thickness there are amount sexty per cent first quality and forty per cent second quality goods. To make up this production the following number of machines are employed:

hollers for the steaming of the logs to 4 lathes, depending upon the Gackness of logs to 4 chipers

to 4 chippers glue spreaders glue presses dry presses stock outting machines to 2 serapers The number of employes in such a factory is about 70 men, or for two shifts, 140. In case of part of the veneer being worked thoroughly there is to be added one betmachine (coloring machine), one smoothing machine, one imitation machine, five or six circle saws. These require for two shifts 30 men. The total crew employed in this way is about 170 men.

To obtain an idea about the cost of production in such a factory the total expense for the main operation is divided over the whole number of cubic feet of finished veneer. In the United States all calculations are based on square feet, hence the expense has also been reduced to this basis, but we should remember that these figures cannot be absolutely correct, but are only an average because the cost of production, of course, is somewhat different with different sizes. The following figures are not gotten up in a theoretical way, but are taken from results obtained in practice.

Cost of production is as follows:

			Average H 1 result.
Wood .		33 606	0.4966
Labor		121 0000	0.2056
Glue	 	12.60c	0.198c
Administration, interests, insu			
Freight to England		9.100	0.139c
Total .		86.135	1.01496
Market price about		81 0.1	1.6276
FF11 1 1 21 00 0			

The market differs of course, but depends upon the preceding figures and on an average a profit of .278c per square foot may be added.



## Annual of Veneer and Panel Men



The eighth annual meeting of the National Veneer & Panel Manufacturers' Association was held at the Auditorium hotel, Chicago, on Tuesday and Wednesday, December 9 and 10. The regular business session, election of officers and banquet took place on December 9.

Following the routine opening of the meeting, President Jarrell read a very able paper. The paper is printed in full as follows:

#### Address of President

Address of President

I have now been your official bead for two years, and I am gratified to say that our members have been loyal to the organization during that time, and that while the membership beam of the organization during that the property of the compact condition than ever before. Under the able leadership of their chairman, the various clubs affiliated with our organization are in a healthier and more compact condition than formerly, and during the past year some of the clubs have practically doubled in membership, and there are more vener and pamel mils today interested in associational work than at any time in the history of the organization.

Organization of the organization of the clubs have practically doubled in membership, and there are more vener in the history of the organization.

Organization or practical subjects with the continued interest of every manufacturer have had much to do with the continued interest in the association, and have been practical subjects with the continued interest in the association, and have been discussed in the cause of many good hard dollars being placed in the pockets of those of our members who profited by the information secured from those addresses. I feel that it is a distinct loss to any manufacturer who fails to take advantage of the opportunity of attending our meetings, and, as one of the most profithle programs has been prepared for our edification and instruction at this time, no one should permit himself to miss as one of the most profithle programs has been prepared for our defication and instruction at this time, no one should permit himself to miss and instruction at this time, no one should permit himself to miss and the form of the most profithle programs have endeavored to covive some workable plan by which those manufacturers of veneers and panels, who have not in the past become interested in our work, could be induced to attend our meetings, but with medicore success. I have observed that it is not manufacturing concern who attends any of

operation. There are times when the demand for goods proves to be exceptionally heavy, and without any apparent cause innuiries dwindle and almost cease. None of us likes to have his books free from orders, and when times of depression arrive, and we find it will probably be necessary for the output to be reduced somewhat, we feel an almost uncontrollable desire to reduce prices, even down to cost of production, rather than curtail, or close down our plants for a time. One selfish, thoughtless manufacturer, with an established reputation, can rob lanceent brother competitors of trade they have worked long and hard to establish, by quoling ruinous prices just in order to keep his milt going six full day. In the week. How much better for the industry would it be for the out-

put to be regulated by the demand rather than for it to be continued at the highest notch, and the prices regulated by the output.

There is another factor that I believe is to a certain extent responsible for this condition, and that is salestmanship—or rather lack of salestmanship—on the part of some of our traveling men. It is too often true that a young man is sent out from the office to interview the trade and that one contrary, will immediately go to the localitatining prices, but on the contrary, will immediately go to the localitatining prices, but on the contrary, will immediately go to the localitatining prices, but on the contrary, will immediately go to the localitatining prices, but on the contrary, will immediately go to the localitatining prices, but on the contrary, will immediately go to the localitatining prices, but on the contrary and sell, or use, veneers and panels—the middlemen and the consumers—and unfortunately some of them are unscrupulous, and often tell fairy and sell, or use, veneers and panels—the middlemen and the consumers—and unfortunately some of them are unscrupulous, and often tell fairy facturers, and our salesmen swallow the batt more fully the idea that sales are to be made at the highest possible prices, for the quality of goods offered, one of the current evils of the industry will be well on the sales are to be made at the highest possible prices, for the quality of goods offered, one of the current evils of the industry will be well on the sales are to be made at the highest possible prices, for the quality of goods offered, one of the current evils of the industry will be well on the sales are to be made at the highest possible prices, for the quality of goods offered, one of the current evils of the industry will be well on the sales are to apply only to locality and the sales are to apply only to locality and the sales are to apply only to locality and the sales are sales and the sales are sales are sales are sales and the sales are sales are sales are sales are sal

There is no question but that the use of veneers and built-up panels is greater today than ever before, and that new avenues are constantly being opened up for their entrance and use. The idea that veneers and goods manufactured of veneers are inferior has been superseded by the

know, the that be marrix exists and utility products of the mills represented these body, taked or it of 19 Judio against octain work that tomes in which considered is the fifty work that so is a long strict that the second of the second of

but on the contrary, are offering them something valuable on a silver platter.

One was association became an active member of the Chamber of Companies of the Intel States of America Through the countries of the secretary of that organization the various bulletins and all public rights search as the secretary of the contraction to the contraction of the contraction and I believe it is destined in the the neutlines of the contraction, and I believe it is destined in the contraction of the contraction of

and discussions

Secretary E. H. Defebaugh then reported orally. The gist of his suggestion was that it is up to the members to maintain the high standing of the organization and to keep it on a footing which will result in great benefit to them. He also stated that it is logical that an organization that has given them really material benefit in its present state of development can be of increasing help with increased development of its efficiency.

Secretary Defebaugh then read the report of the treasurer which showed a favorable balance on hand,

President Jarrell then appointed the various standing committees. Next in the order of business was a paper by Z. Clark Thwing of the Grand Rapids Veneer Works, Grand Rapids, Mich., on "Scientific Drying." Mr. Thwing was not present and had not submitted the paper.

The president then called upon J. B. B. Stryker of the Perkins Glue Company, Lansdale, Pa. Mr. Stryker read a very interesting paper on "Comparison of Veneer and Panel Factories at Home and Abroad." This paper was based on first-hand information that Mr. Stryker secured on a recent trip he made through the Continent, introducing Perkins glue. The paper will be carried in full in the December 25 issue of HARDWOOD RECORD.

Replying to a question, Mr. Stryker said that the mills of France and Germany are gradually going into the manufacture of veneers and panels for the trade. He also stated that in England the veneer and panel plants are not particularly progressive, and that he considered that to be an excellent opportunity for marketing American products in the event that import regulations and freight charges are favorable.

Stanley L. Wolfe of the United States Forest Service spoke to the members on "Utilization of Waste in Veneer and Panel Factories." Mr. Wolfe has recently been assigned by the United States Forest Service to a study of this question pertaining to the veneer and panel industry, under direct supervision of the recently inaugurated office of industrial investigation.

Mr. Wolfe said that he has been working on this for several months, but does not consider that he has sufficient data compiled to warrant his making very definite assertions regarding conditions of waste in connection with the veneer and panel plants. He, however, made some very interesting suggestions that were well received by those in attendance. He outlined the classes of waste as he has found them in his investigation, which come through inefficient handling and methods of waste of material. He stated that waste through inefficiency increases waste in material. He also said that the most difficult part of his research is to determine definitely whether a certain feature that apparently constitutes waste material is really a waste or is rather an economical handling of offal.

Mr. Wolfe stated that in connection with the rotary process he found it difficult to arrive at definite conclusions in his investigation, but that the sawing and slicing methods offer simpler conditions,

He said that his investigations had convinced him that the greatest waste usually accompanies a sawing operation; that he estimates the waste in rotary work to be from twenty to fifty per cent, while the waste in the sawing is from forty to fifty per cent.

Mr. Wolfe made a suggestion that was well taken by those in attendance, to the effect that logs should be piled to prevent rapid seasoning, and that log yards should be kept absolutely free from decay ing bark and other refuse, as the spores from fungus decay are rapidly carried from such decaying material to sound logs, which are in turn injured. He said that the log pond is the best preventive of rotting.

Mr. Wolfe then went on to make specific suggestions as to utilization of small waste pieces in various kinds of veneers, but inasmuch as it has never been determined whether or not the utilization of such pieces in this way would return a profit over the extra cost of han dling, his suggestions are not here given.

He made some interesting suggestions regarding competitive fuel value of wood waste and coal which indicate that, considering this waste on the value of the original log, the same fuel value cannot be, gotten from the money value represented as can be secured from the same money value of coal.

The session then adjourned for a buffet luncheon which was served in the convention hall.

The afternoon session was opened with a short talk by Charles F. Hatfield, secretary of the San Francisco-Panama Exposition, Mr. Hatfield outlined the work going on in preparation of the exposition and told of plans for accommodating visitors. He said that the actual construction on the 900 acres would represent an \$80,000,000 investment.

James L. Foord, chief inspector of the Hartford Steam Boiler Inspection and Insurance Company of Chicago, then gave a talk on boiler explosions and their causes, which talk was fully illustrated with stereopticon slides illustrating various explosions, showing in some cases photographs of features which caused them. Mr. Foord advocated the use of wrought iron in boiler work instead of cast iron. He also strongly recommended the use of a butt-strap boiler instead of the lap-seam boiler and strongly deprecated the use of continuous seam boilers.

Howard S. Young, assistant secretary of the association, was asked by President Jarrell to give a talk on the history of the organization. He read a very entertaining paper outlining the past accomplishments and showing the development that has led up to the present efficient organization.

He specially emphasized the fact that the general organization is really the father of the clubs, and that therefore the members of the clubs should all recognize the debt they owe to the general association and should not hesitate to join its ranks. He emphasized the possibility of getting specific benefits through close attendance at the association meetings.

President Jarrell then gave an instance of the monetary benefit which his company has received from the reading of a paper on insurance presented at the last meeting. He said that his company has contracted for a sprinkler system which has decreased its insurance rate by eighty per cent, which decrease he figures will pay for all past and future expenses, and then leave a good margin of profit.

B. W. Lord, who at the last meeting was elected delegate to the Chamber of Commerce of the United States, talked vigorously of the wide scope of this organization's activities. He said it was absolutely not a lobbying proposition, but purely an institution acting as the business man's mouthpiece at Washington.

Henrik Cronstrom of Kaukus Fabrik, Finland, read an interesting and highly instructive talk on the Russian veneer industry, which is printed in full in another section of this issue of HARDWOOD RECORD.

D. E. Kline reported for the special committee on measurement and inspection of veneer logs. Mr. Kline confessed that this committee is very much up in the air as to just how to proceed, as it is a difficult thing to determine specifically just what a veneer log is in the first place, and on the other hand there is such a variety of information and special requirements communed for the various factions its the association, that it is practically a possible to arrive at any very definite or valuable conclusion.

President Jarrel then saled to seports of the various stationing committees, but only the membership committee was ready to report at the regular session. This committee reported seven new applications for membership as follows: Merrill Veneer Company, Merrill, Wis.; Carolina Veneer Company, Biltmore, N. C.; Central Veneer Company, Huntington, W. Va.; Carrom-Archarena Company, Ludington, Mich.; R. S. Bacon Veneer Company, Chicago, Ill.; Warren Veneer & Panel Company, Warren, Pa.; Spring Valley Spoke, Stave and Heading Company, Spring Valley, Wis.

The meeting, which was attended by about sixty veneer and panel men, then adjourned.

A sumptuous dinner was served in one of the club rooms of the hotel at 6:30, there being a full attendance. Before the dinner was started President Jarrel called for reports of committees, which were not submitted at the regular session.

For the constitution and by laws committee B. W. Lord offered a

resolution to the effect that the executive committee hold meetings at least every sixty days. The committee reported that it is its belief that results could be gotten only through some executive body like the executive board, and strongly urged the adoption of the resolution,

Following the report of the auditing committee, the resolutions committee handed in a resolution on the death of A. E. Hoffman of the Hoffman Brothers Company, Fort Wayne,

The nominating committee then reported, recommending the election of the following officers:

Parsitis V. R. W. Ford, Chr. 250 V. 1684, Company Reinhald, K. Flass, Vic. Pulsations, A. L. Gorham, Gordan, Brothers, Company, Pleasant, Mich.

Shooka Vid Passion, C. H. Barnard Central vens diamagolis, Ind. Thirds Von Passion, J. P. Groffman, St. Leuis Bosket & Bex Com-pully, St. Louis, Mo. President C. H. Barnard Central Vener Company In

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The association then decided to continue its membership in the Chamber of Commerce of the United States, and reappointed B. W.

## The Mail Bag

#### B 613-Seeks Canary Wood

Phthodelphia Pat. Nov. 22 Editor Hyrowood Record Can you tell ne where I can get canary wood in the log and in 34" boards?

The above has been advised that "canary wood" is the term quite frequently applied to yellow poplar or whitewood, and is the only wood bearing this name I know anything about. He has been supplied with a brief list of producers of poplar .-EDITOR.

#### B 614-Seeks Water Elm Logs

Knoyville, fenn., Dec. 1. Editor Hardwood Rreogn: I wish to make a contract with a reliable firm for 10,000 feet of water elm logs per day for a period of five years. I would like to have quotations based on F. O. B. price. Best of reference as to financial standing is supplied.

Anyone interested in marketing water elm logs can have the address of above correspondent on application .- Editor.

#### B 615-Seeks Broom Handle Blanks and Machinery

Aurora, Ind., Dec. 6. Editor Harpwood Record: Will you be kind enough to send us the names of a few parties who furnish blanks for broom handles in large quantities. Also should like to have the addresses of one or two broom handle machinery manufacturers,

The above inquirer has been supplied with a brief list of manufacturers of broom handle blanks, and manufacturers of broom handle machinery. Any others interested can have the address on application .- EDITOR.

#### B 616-Seeks Commission Salesman in the East

Birmingham, Ala., Dec. 5. Editor Hardwood Record: We will be glad to have you give us the names of reliable hardwood commission men in Boston, Baltimore and New York City. We manufacture large quantities of poplar, especially 6/4 thicknesses.

The writer of the above correspondence has been given a brief list of competent commission men in the territory mentioned. Any others interested in the inquiry can have the address on application .- EDITOR.

#### B 617-Seeks Trip Log Car Stakes

Phillips, Wis., Dec. 3. Editor Hardwood Record: Can you give me the names and addresses of firms manufacturing either patented trip log car stakes or the chainless log car stakes? I desire to get in communication with the manufacturers and satisfy myself as to the best appliance before purchasing.

The above correspondent has been supplied with names of one or two manufacturers of patented log car stakes. Any others interested can have the address on application .- EDITOR.

#### B 618-Complains of Work of Inspectors

Columbus, O., Nov. 29.-Editor Hardwood Record: Your page 25 item in regard "Do inspectors know the rules," is timely and touches lightly the boldest leak in the hardwood game today. The writer sells around one hundred carloads per month of standard hardwoods, and sees many

so-called "surveys" by mill inspectors. It's nothing to find fifty per cent of a car off what invoice and mill inspector's tally call for. They slop over both ways and get complaints on the below grade, and no mention of the above grade.

The writer just returned from Pennsylvania, where he had a complaint report on a car of 5/4 No. 1 common, which report showed it to contain 346 feet No. 3 common, 1,694 feet No. 2 common. Upon reinspection he found more No. 3 and No. 2 than reported and around 2,000 firsts and seconds. Not fifty per cent of mill inspectors can throw ninety of the boards into rules the association books specify, nor can they go through same car log run and come within ten per cent variation of themselves on grades. Incompetent inspection costs lumber manufacturers and consumers on an average \$1 to \$2 per thousand on their whole cut, but few of them know it.

The foregoing communication comes from a thoroughly experienced and reliable hardwood jobber, and is published without comment .- Editor.

#### B 619-Seeks Three Inch White Ash

New York, N. Y., Nov. 29 .- Editor Hardwood Record: Can you put us in touch with any mills in Michigan or Wisconsin who can take care of an order for 3" hrsts and seconds white ash?

LUMBER COMPANY

The foregoing inquiry is from a leading New York jobbing house, and the writer has been advised that there is comparatively little 3" white ash produced in Michigan and Wisconsin at present. He has been referred to two or three possible sources of supply in that region, and has also been given a list of southern manufacturers of white ash who very likely can take care of the order. Any others interested in the inquiry can have the address on application .- Editor.

#### B 620-Seeks Plain and Quartered Thin White Oak

Detroit, Mich., Nov. 29 .- Editor HARDWOOD RECORD: We are in the market for a considerable quantity of 3.8 and 7.16 No. 2 common and better in plain white and quartered white oak. We shall be glad to have quotations on a considerable quantity of this material, each grade

The above inquiry is from a foremost Detroit house. Anyone interested in supplying this concern's wants can have the address on application .- EDITOR.

#### B 622-Seeks Quartered Sycamore

Philadelphia, Pa., Nov. 24.-Editor Hardwood Record: Can you inform us where we can procure 5/8 quartered sycamore No. 1 common and better

The above inquiry is from a leading Philadelphia manufacturing house. Anyone who can supply this wood is invited to communicate with HARDWOOD RECORD so that his address can be supplied to the inquirer.-Editor.

#### B 623-A Correction

HARDWOOD RECORD submits the following self-explanatory letter:

Cincinnati, O., Dec. 3 .- Editor Hardwood Record: I notice in the New York news of your issue of November 25 you state that the forfeiture case of the government vs. The Maley, Thompson & Mosfett Company on the seizure of mahogany lumber in 1909 was decided in favor of the government.

This is not true. The facts in the case are that the evidence was submitted in the Federal court in Brooklyn by both the government and

the detendants and the government had so very little evidence that the adde took the case from the pury and decided in favor of The Maley, Thompson & Moffett Company - I hope you will correct this error in your next issue.

The amount of lumber involved in this case was something like 30,000 feet and the defendants admitted from the very beginning that there was about 800 feet that was up grade, which of course, was entirely due to the difference in judgment of the Inspectors. I wish to state that not only this case was won and taken from the jury, but a previous case of a similar nature was won some two years ago before a New York Federal judge, in which case the judge instructed the jury after the evidence was in that in the event they found for the government, he would be compelled to set the judgment aside on account of the fact that the evidence did not justify such a decision.

THE WALLY, THOMPSON & MOFFETT COMPANY, E. W. Robbins

#### B 624-Wants Three-Ply Maple and Birch

Herkinner, N. Y., Dec. 2. Editor Hardwood Recond.: Will you kindly send us the names of some manufacturers of built up veneer, who make 3-ply maple and birch? We use about 200,000 feet a year.

This concern has been given the names of several companies which turn out this line of goods, and others interested can have the name and address on application to this office.—Entrop.

## Clubs and Associations

#### Northern Loggers Hold Session

The first general meeting of the logging superintendents of Wisconsin and northern Michigan ever held convened at Green Bay on Saturday, December 6, with an attendance of more than seventy. The meeting was the outcome of a brief discussion of logging methods and camp management which took place at the quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association at Eau Claire, Wis., October 29. In his opening address President Hamar of that association gave a very interesting and instructive resume of logging methods in the North. Speaking of costs of logging, he offered figures for a set of camps compiled for 1892-3, showing an average cost of eighteen cents per day per man for food. He stated that it now costs the average lumberman double this amount. Mr. Hamar said that he believed the conditions of those earlier periods are gone forever and that the present day loggers of the North must face new conditions.

He stated that the two most serious problems are increasing cost of labor and increasing cost of feeding men. He stated that increase in cost of supplies is here to stay, but that cost of labor can be reduced by increasing its efficiency through the employment of cost sheets, daily reports of logs sawed and skided. He said that every camp with elight or more saw gangs should have a saw boss who will not only increase the work but save timber. He said that it is common to find fourteen and sixteen foot shaky but hemlock logs that should have been long butted or cut twenty feet so that when the shake is cut off in the mill there will still remain sound sixteen foot lumber instead of short stuff. He said that hardwood is frequently cut sixteen feet where eighteen foot logs would save two feet of timber and clean the trees up to the crotch.

Mr. Hamar also suggested that a camp of the same size should have a barn boss whose sole duty it would be to supervise the feeding and general care of the horses.

Regarding methods of logging Mr. Hamar said that these must be determined entirely by conditions in different territories. He said that while steam skidders are best in some places, skidding by team is unquestionably best in others and that the logger should use his own good judgment.

George N. Harder, general manager of the Rib Lake Lumber Company, then outlined the work he is accomplishing through the use of a steam log hauler or traction engine log hauler. He recommends this type of hauling where the distance is five miles or greater, but says it is not cenomical for shorter distances. Mr. Harder figures that the engine is good for forty miles a day and that while he had never worked his machine to full capacity, the maximum haul has been 150,000 feet of logs and fifty cords of bark on a seven-mile haul. The average load was fifteen loads of logs. approximately 80,000 feet, and three loads of bark aggregating thirty cords.

E. S. Hammond, one of the oldest of the northern loggers, now located at Rice Lake, Wis., although unable to attend, sent in a mighty interesting paper on the management of woods help. Because of lack of space this paper will not be published until the next issue of Hardwood RECORD. The gist of it, however, would indicate that Mr. Hammond believes that the best way to handle woods employes is to treat them as squarely as possible as long as they will allow such treatment and when they refuse to be governed fairly to give them some of their own medicine, the dose being at least twice as large as that administered by the men themselves.

Lamont Rowlands of the C. A. Goodyear Lumber Company stated that his company kept an accurate inventory of all foodstuffs used in the camp at Blue Bill, Mich., and submitted a record of the material consumed during one year by an average of 150 men. The record showed that the cost per man per day was \$.3611. He said that adding to this the wages of cooks and assistants and distributing the entire cost of feeding men over the days of productive labor made the cost for board for each active day about sixty-five cents per man.

W. E. Hallenbeck of the Girard Lumber Company of Dunbar, Wis., read a paper on the steam ground skilder. Mr. Hallenbeck expressed the belief that steam skilders are only in their infancy. He spoke very enthusiastically of steam skilding as compared to skilding by lorses. He said that his experience was that with a railroad laid out 1,200 feet apart to accommodate horse skilding an enormous amount of work was necessary to lay the tracks. He said that the grading of such branches together with the cutting and clearing of right of way, including laying of steel, surfacing, etc., cost about \$1,500 a mile in the average northern country. This does not take into account ties, steel, spikes, boths, etc. He figured that this mile track with a skidding width of 1,200 feet for a team gang gives 145 or 150 acres containing on an average in the North approximately 1,500,000 feet of logs, from which it will be seen that the railroad cost \$1.00 per thousand. With the skidder Mr. Hallenbeck figured that twice the ground would be covered with a less cost for labor.

Mr. Hallenbeck closed his talk with a description of work done in railroad building with a ditch digger for railroad cuts and grading. He said that a crew of five men and one team built a mile of grade in heavy soil with a great many boulders, average cuts, figuring a fourteen-foot crown to allow a steam skidder to go through cuts, for \$425.00, including stump pulling.

Following Mr. Hallenbeck, J. W. Gleason of the Goodman Lumber Company of Goodman, Wis., came to the defense of the horse with a paper that gave many excellent hints as to the proper care of stock in the woods. This paper also will be carried in a later issue because of lack of room in this. Mr. Gleason added that each team of horses in his operations logs 1,000.000 feet of lumber yearly for his company.

George H. Holt of Chicago was unable to attend the meeting, but sent a paper that gave some mighty interesting and valuable suggestions. Mr. Holt said that the idea of collective buying of fire insurance has already been launched. He then said the same idea might be utilized in the purchase of materials for camps. He said that this method would not only greatly reduce the cost of logging operations, but would standardize materials and processes and statistical records. He said that wages mean nothing as a test of or guide to efficiency apart from the record of the product resulting from such wages. He said that the total cost of logging in a camp is of little value unless it is known whether there has been efficiency in one department and waste and inefficiency in another. He said that because practically all of the problems facing the loggers in the North are similar, the opportunity for collective service and standardization is apparent.

Mr. Holt then said that the logging camp is a deplorable example of waste of material and labor coupled with the crippling of the energy which it is designed to protect and maintain. He said that while loggers have used a certain degree of intelligence in feeding their animals. they had conducted a debauch for their men. He said that standardization would cover the duties of camp cooks, rations for various meals and days of the week, accounts, forms used in organizing and conducting logging operations, purchase of supplies, equipment and apparatus, keeping track of condition, location and quantities of supplies, and checking waste. The last two effects which such an association of logging interests would have would be the maintenance of a standard of quality and supplies and a means of easily getting rid of second-hand continent.

H. J. Beckerle, in charge of the Wisconsin Free Employment Office, then described that organization, after which a general discussion followed as to labor supply which is now more abundant than last summer. Woods wages would seem to range from \$26.00 to \$35.00 per month with board and means whereby camps may be made more sanitary and attractive. The general discussion took concrete form in motions by Lamont Rowlands and R. B. Goodman for the appointment of two committees to report at the annual meeting of the association to be held the later part of January. One committee was created for the welfare work and the other for standardization. The former committee will go into the best means of improving camp conditions while the other will work for a uniform system of reports covering all systems of logging operations.

After suitable resolutions, the meeting adjuurned.

#### An Instructive Meeting

The last of a series of welfare conferences to be held under the auspices of the welfare committee of the Yellow Pine Manufacturers' Association was held at the Marion hotel in Little Rock on December 9. The conference was arranged for a general get-together meeting, but special attention was given to the discussions of such subjects as "Community Betterment," "Industrial Hygiene" and other discussions looking toward the general welfare and greater efficiency of labor at the lumber mills, as a result of improving the working, living and leisure conditions of the employes.

Mill owners, including yellow pine and hardwood manufacturers, together with employes, were especially invited to attend this conference. In the carrying out of the program the welfare committee was assisted by the Young Men's Christian Association.

The program for the Little Rock meeting was as follows:

Morning session, 10–30 octook, J. Lewis Thompson presiding, opening address. J. Lewis Thompson, Houston, "community Hygiene in Sawmill Lewis and camps and Its Relation to Prevention Medium. Dr. Morning Smith, secretary State Board of Health; "Emergency Work in Mill and Hospital," Dr. J. E. Sparks, Crossett; discussion.

Afternoon session, 2:30 o'clock, Charles R. Towson presiding: "Promotion of Savings and Thrift," C. A. Buchner, Millville: "The Employer's Interest in Public Schools," Prof. George B. Cook, state superint tendent public education: "Welfare Work in the Logging Camp," Lev Wilcoxon, Crossett; brief reports on welfare work being done; discussion Evening session, 7:30 o'clock, H. H. Foster presiding: "The Church

Evening session, 7:30 o'clock, H. H. Foster presiding: "The Church in the Mill Town and Logging Camp." Rev. J. W. Workman, Malvern Progress of Welters Work in the Nation, Charles R. Towson, screetary Industrial Department International Committee Y. M. C. A., New York.

#### Hardwood Manufacturers' Association Meeting

President W. E. DeLaney has announced that the twelfth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Gayoso Hotel, Memphis, Tenn., January 21 and 22, 1914. In taking the convention to Memphis this time the association is invaling the heart of the hardwood producing country. The conventions in 1910, 1911, 1912 and 1913 were held at Cincinnati for the reason of that city being located on the border line between the large producing section in the South and the principal consuming markets in the North and East. The meetings were held at Cincinnati for the purpose of bringing the conventions closer to the consumer, and all conventions held in Cincinnati very marked by a large attendance of consumers.

A special invitation will be extended this time to the consumer, who is always a welcome addition to these interesting meetings.

Memphis is probably the most readily accessible meeting point that could be selected for the hardwood convention from the standpoint of the producer, as it is estimated that over ninety per cent of the hardwood producers are within one night's ride. The officers of the association are now at work on the program.

#### Indiana Manufacturers to Meet

The Indiana Hardwood Lumbermen's Association announces through Secretary C. H. Kramer that the next annual meeting will be held at the Hotel Denison, Indianapolis, on Wednesday, January 14. The usual plans are being made for entertainment and other features.

Van B. Perrine of Fort Wayne is president of the association, Bedna Young of Evansville vice-president, James Buckley of Brookville, treas-

#### Memphis Club Candidates in Lively Campaign

The current week promises to be one of marked activity in lumber circles, not with respect to the amount of lumber manufactured or sold but with regard to the amount of energy and enthusiasm expended by the gentlemen who have been named as candidates for officers and directors of the Lumbermen's Club of Memphis and the various members of the trade who are backing the different candidates.

There was a special meeting of the club at the Hotel Gayoso on Saturday, December 6, called for the purpose of allowing the nominating committees, appointed a week ago, to name its candidates and, with the report of this committee, the campaign was declared on in earnest. There were more than seventy members present at this meeting and enthusiasm ran high. Immediately following adjournment the candidates and their supporters started to work and, in addition to personal calls, there were telephone messages, special delivery letters and other means used to secure votes. The campaign will last only a week but it will lose nothing in intensity because of the brevity thus imposed.

J. D. Allen, vice-president of I. M. Darnell & Son Company, heads the blue ticket, while his opponent is S. M. Nickey of the Green River Lumber Company and the Nickey Brothers Hardwood Company. Both men are well known and both have large personal followings. Both have done efficient work in behalf of the club and both have determined that they will put forth every possible effort to secure the highest office in the gift of a club which has not only a national but an international reputation as the most active and aggressive as well as the most important local lumber organization connected with the entire lumber trade. The campaign, however, will be equally warm for the other offices and there is every indication that there will be no cessation of vote-gathering until the final ballot is cast at the Business Men's Club building next Saturday evening. The full tickets follow:

Rens

PRESIDENT—S. M. Nickey, Green River Lumber Company, FIRST VICE-PRESIDENT Raph May, May Brothers, Second Vice-President Raph May, May Brothers, Second Vice-President J. R. Hair, Crittenden Lumber Company, Second Vice-President C. G. Kadel, P. F. Stone Lumber Company; R. H. Dirrectons—R. M. Bennett, Bennett Hardwood Lumber Company; R. H. Arnell, R. J. Darnell, Inc.; O. M. Krebs, McLean Hardwood Lumber Company

BLUES

PRESIDENT—J. D. Allen, I. M. Darnell & Son Company.
FIRST VICE-PRESIDENT—R. J. Wiggs, R. J. Darnell, Inc.
SLCOND VICE-PRESIDENT—G. Smith, Mossman Lumber Company.
SLCHETHAR THEAST BLE. C. G. Kndel, P. F. Stone-Lumber Company.
DIRECTORS—C. C. Dicklinson, E. Sondhelmer Commany. T. E. Jone
F. T. Dooley Lumber Company; J. F. McSweyn, Memphis Band Mi

After the nominating committee had made its reports, the various candidates were called upon and responded briefly, arousing much enthusiasm and bringing forth a great deal of applause. All of the candidates declared that they would win and, if their earnestness could be taken as a safe criterion, a miracle would have to be performed to prevent the club from having two sets of officers. Experience has proven, however, that only one set may be elected and a miracle is hardly likely—C. G. Kadel, candidate for secretary-treasurer, to succeed himself, is the only one who is certain of election and he is taking life quite easy in the knowledge that his office is safe without personal effort on his parf. The others will have to hustle and there is nobody who realizes this more than the gentlemen themselves. These elections arouse unusual interest every year and serve to keep enthusiasm up to that high state which is productive of good results and which has been an important factor in the successful career of the Lumbermen's Club of Memphils.

There will be no regular meeting of the club next Saturday afternoon. Instead the election itself will be held in the evening, during which refreshments will be served. The names of the officers of election will be announced later. In the meantime the membership of the club rests confident in the knowledge that, no matter which candidates are finally selected, the affairs of the organization during the coming year will be in strong hands.

#### Meeting of Cincinnati Club

On the night of December 1 the Lumbermen's Chib held one of the most enthusiastic meetings of the year. The occasion was the regular monthly meeting which the entertainment committee arranged for at the German village of the Wiedemann brewery which is one of the most ideal places in this section to hold a stag meeting of this kind. The village was especially built for such affairs and the menu, consisting of broiled beefsteak and pitch potatoes, was enjoyed immensely by all of the sixty members present and many of those who had not visited the place before were profuse in their praise of the novel dinner and surroundings.

After the dinner was disposed of and while the trimmings direct from the wood kept flowing right along, President Hagemeyer called the meeting to order. After the usual formalities—such as reading of minutes and reading of communications—was disposed of, the question of assisting the Mississippi River Levy Association in securing the much needed appropriations for the proper protection of property along that waterway was taken up and resulted in Walter Quick of Richey, Halsted and Quick being sent as a club delegate to Washington to be on hand and lend all possible assistance and to see personally the congressmen from this distict and urge upon them the importance of giving the measure their support. Another matter of much importance taken up was the reinspection of lumber when in dispute, the question having arisen over a decision of the arbitration committee, part of which involved some inspection over which the club has no control. Further developments are looked for in this matter at the meeting in January.

The approaching holidays with their festive occasions must have been in the mind of James Zoller of the Talbert-Zoller Lumber Company, as at the close of the meeting he arose and apparently voiced the sentiments of all present in causing the entertainment committee to receive instructions from the chair to make the January meeting a "special" affair and as many suggestions were made to the experienced entertainment committee, it is needless to say that the next meeting will be well attended.

#### Philadelphians Hear Interesting Sales Talk

The Philadelphia Wholesale Lumber Dealers' Association inaugurated a new feature when it gave a banquet at "Kuglers" on November 21, to which it invited all the salesmen of the members to be present to listen to a lecture by Herbert U. Casson, vice president of the H. K. McCann Company, New York, the well-known discourser on business ethics, on the subject of efficient salesmanship. After a dinner of sumptuous appointment at 6:30 p. m., at which one hundred diners sat down, President Owen M. Bruner of the Owen M. Bruner Company, introduced F. Ashman Souder of E. A. Souder & Co., who explained that the object of the gathering was to give the men an opportunity to hear a comprehensive and instructive lecture on the most efficient and successful salesmanship, and also to enable the members and their men on the road to become better acquainted. Mr. Souder then gave some interesting and laughable experiences of salesmen he had known, after which Mr. Bruner introduced Mr. Casson and prepared his hearers for a cyclonic, whirlwind talk on a subject

Mr. Casson began by saying that there were essentially two men in a business, the boss and the salesman. The first looked after the working of the business—the other got the business. In regard to lumber selling he said he had never talked to a bunch of salesmen before who traveled without samples and who sold goods they never saw. As no two thumbs are alike, he said, so no two men talk alike. It is merely a matter of personality in selling lumber, and if you get the order you must be able to make the buyer believe all you tell him. To be a good salesman you must be a man of character. Selling goods is a line by itself; inventors and manufacturers know nothing about selling goods. An inventor has an idea, he creates and he sticks to this idea; the manufacturer has no idea of his own, but uses that of another, and manufacturers the goods. He looks inward all the time, while the salesman looks outward—has to watch the other fellow. Now, the salesman is ust as important as the inventor or the manufacturer; he has just as

rache rise. Letters after richary and gone down for need of the right kind of a chain to all the zoous. There is a big difference in saves non-on-wind sell for delives worth of stuff to anothers one dollarworth. It's the putting of the goods across to the buyer that tells, and there, is possible true to hand his man with the least energy and the towest words and words only trut I the case

Mr. Cosson, and to must study your man before going place of business, walk up and down before the house and think out what you want to do. As an illustration, when you build a house you have a blueprint to go by, and so should you be prepared when you approach your man. Handling men, Mr. Casson said, is a profession, an art-a wonderful one. Engineers and locomotive builders have plans and directions for carrying on their work, while the lumber salesman has nothing but his personal equipment to convince and bring over his man, and man is the most complex piece of machinery in the world.

at times, as a salesman naturally wants to talk; but many orders have been booked by being good listeners. Then, never argue with a customer If he says the world is flat, let him have it that way; what's the difference? Every man has a grouch; study his grouch; he has some thing on top he wants to get out-wants to tell it to somebody-let him get it off. Why, that's what we get married for to have someone to sympathize with as someone to whom we can tell all our tromdes Never go head on to a man, which often kills your chance of getting an order. Go with him not against him-it makes a lot of difference. There are two kinds of handles to a min, and out which handle moves your man and take fold of it. It i man's name is Brown, don't call him Smith; if you are not sure of his name don't talk to him. To get a man's name wrong is like hitting him in the face with a wet towel.

Mr Casson then gave some valuable advice as to effecting sales said he went into a store recently and asked for a grey necktie; the ooy in charge brought out a brown and several other colors in rotation. Mr. Casson kindly gave the lad this advice: "If a man knows what he wants, let him alone-if he doesn't, then it's time to show him something else. Get him interested in something that will appeal to him : for instance, tell him that here is a tie which is just the color of his eves that fellow I'll wager will sell six ties instead of one." You can sell better to the eye than the ear. Carry a pad with figures of your article on it; the eyes follow the pad and there is something to interest.

Another piece of advice of Mr. Casson was not to start talking lumber get around to it gradually. Insurance men are the best salesmen-they talk to you about yourself; they will bet you you wont die in twenty years; you bet you will. Those fellows have the statistics and know they are talking to you from your own point of view, and they will get your policy in the end. "There has always been a great cry of supply and demand talk," went on Mr. Casson, "which is a lot of nonsense. Why the Welsbach people some time ago found that a limit to sales in New York had been put at 27,000, when in one year they jumped to \$150,000-talk about supply and demand; it's good salesman ship, not demand that is needed. Selling a man what he wants is easy but true salesmanship is knowing how to handle your man. Salesmanship is an expansive art; all jobs eventually get stale. You slide into old routine work and when you arrive at that stage you must needs wake up and make a fresh start. Be a person, not a habit; take joy in your work, don't let it get into mere grinding. Study your work as you would a problem." Mr. Casson said that some years ago farmers did their daily task, had some cows, some horses and stables for them, a kind of house for themselves to live in and about \$30 over at the end of the year: later on somebody comes along and digs down sixty or seventy feet and finds oil, and the Standard Oil Company is formed and several hundred million dollars worth of oil is realized. The farmer was satisfied to live on the surface and to die poor. You must dig down-don't stop satisfied with the old routine and everyday dope. Keep studying, keep digging.. A 'certain deep digger is curing a ham by electricity in two hours instead of thirty days. Mr. Casson advised his hearers to study the trees and the many uses that can be made of the wood. He felt sure the lumbermen knew less than they should of the nature and utility of trees.

He brought up the subject of cutting out the middleman by the facturers, which he enlarged upon at the last Lumbermen's Exchange Don't sell your output to one concern, he advised. One Roe buck went to a manufacturer and asked him if he would sell him his entire output and take 12 per cent on the goods. The manufacturer was delighted-it was a dream he had been waiting for. A year went around. Roebuck informed him be could not pay over seven per cent and a better grade of goods must be made, etc., etc. The manufacturer could not meet the demand, so there was only the alternative to sell out at forty cents on the dollar, as the salesmen and customers of course were gone.

As to the salesmen's earning power, Mr. Casson said that if you don't earn three times your pay you will be fired. The first third is your salary, the second is for costs, rent, etc., and the third for the boss. A fellow has an accident on a railroad, his friends set him up in a cigar store. He knows nothing about the business-he sells five cigars for a quarter, is much elated and takes one for himself and smokes it, and by so doing smokes up the profit. To help the house in cutting cost is part of a salesman's duty. Don't talk price to customers, is Mr. Casson's admonition—talk goods. Learn from the automobile salesman—you never hear him say anything about price. He just talks up his machine and the price is puld without a murmur. Be a booster, feel out your people her like a rubber buil which the harder you knock the higher Meet your men with a smile; optimism will help sales, Never have any impossibles on your list. Rub the labels off the door marked impossible and bring those fellows over. No man knows what he can do until he tries. Why, in San Francisco the earthquake made every cripple in town get up and run two miles. The survival of the fittest is the rule in this world, and the fittest is going to win. It is said the people inherit the carth, but you may rest assured the man who goes after it is going to get it. Mr. Casson advised the employers to encourage their men- to give them a pat on the back—if they seli more, then pay them more. It will help a lot toward increasing sales,

When Mr. Casson was through talking. Joseph P. Comegys made motion that a vote of thanks be given to Mr. Bruner and the five directors of the association for bringing Mr. Casson to Philadelphia, and to Mr. Casson for his most interesting and instructive address. Both

Speeches by J. Randall Williams, Jr., J. Randall Williams & Co. Robert G. Kay, Kay Lumber Company; Thomas B. Hammer and T. Philip Hammer, T. B. Hammer Lumber Company; John J. Guivinen, Producers' Lumber Company, and A. J. Levy, Forest Lumber Company, were made relative to the advantage of the conferring together of employers and employes. In behalf of the salesmen this get-together social dinner was highly approved and it was suggested that much better results would be obtained if the employers would consult more at length with the salesmen-get a little chummy, so to speak. The wholesalers made reply that the evening function in question was about on the line suggested. and hoped for many repetitions in the future

#### Annual Baltimore Exchange

The annual recting of the Baltimore Lumber Exchange which was held on December 1 at the Merchants' Club proved to be exceptionally en joyable and interesting. It was productive to a pronounced degree of the feeling of good fellowship and co-operation, and it was distinguished for the reading of yearly reports that afforded much encouragement to the membership, apart from the delightful menu served at the banquet following the business session, and the other social features connected with the event.

It was stated, for instance, in the report of the retiring president, Theodore Mottu, that the quantity of lumber inspected by the inspectors of the exchange during the past year was larger than for preceding years, and that the bureau was coming to be more and more recognized as observing the highest standards and as deserving to the fullest extent the confidence of the trade. Only one reinspection was ordered during the entire year, which shows to what extent the lumbermen of Baltimore and others have come to rely upon the official inspection.

The proceedings opened with the retiring president calling the members to order and asking Secretary L. H. Gwaltney to read the minutes of the last meeting, in September. Mr. Gwaltney then, as treasurer of the exchange, read his report, which showed that the year from November 30, 1912, to November 30, 1913, had ended with a balance in the treasury, and with an increase in the membership, the report being approved with expressions of satisfaction.

Mr. Mottu then called H. Rowland Clapp to the chair, while he pre sented his annual statement, which set forth among other things the following, applicable to the hardwood trade

sented his annual statement, which set forth among other things the following, applicable to the hardwood trade:

At the beginning of the year trade conditions generally were in exceptionally good shape, and we all thought that a banner year was before us the state of the properties of the properties of the properties. The mills all through the South were busy running night and day to keep up with their orders; cancellations were very firm; in fact, everything looked good and we all predicted good business. Early summer brought a great change, and very suddenly we were confronted with a condition exactly the opposite, which, unfortunately, has continued up to this time. Now you do not have to wait for shipments; our mail is full of circulars offering lumber of all kinds at any old price; there is no acute car shortage, and the supply is far in excess of the demand. This, I believe, is applicable to all producing sections.

The inspection bureau, I am pleased to state, has had excellent suparrived freely, and our inspectors have all been kept busy, even with the increased number, having added three men in the spring. In 1912 the bureau counted 67,000,000 feet of Virginia and North Carolina pine, and 12,000,000 feet of other kinds of lumber. In 1913 over 1912 of about 13 percent. This is indeed very graftlying, and I am sure that you will all continue to support this important branch of our Exchange. The support this important branch of our Exchange of the continue, but over a counter of the producing sections. In January ocean freight rates on lumber advanced from twenty-five to thirty per cent, and on logs twenty-five to 70 per cent. Notwithstanding the extra covean freight rates on lumber advanced from twenty-five to thirty per cent, and on logs twenty-five to 70 per cent. Notwithstanding the extra covean freight rates on lumber advanced from twenty-five to thirty per cent, and on logs twenty-five to 70 per cent. Notwithstanding the extra covean freight rates on lumber and these conditions might and cover and

Our membership for the year shows a net gain of one, the number of members at this time loing seventy three

I thank two for the loval superior that you have given no during the two vars that I have had the homor of saving you as president and while type the configit that those have not be no pairs of very many achieve ments I trust that our exchange is at least note the worse off for having added in same to its list of former executives.

The report of the hardwood inspection committee, which was read by the secretary reported in increase in the quantity of hardwood lumber inspected through the exchange inspectors, and with greater othereney than in previous years. The belief was expressed that the close supervision of fispo tots work by the chief inspector had done much to remove cause for complaint. The total quantity of lumber inspected during the year was 12,677,517 feet. The committee also announced that The exchange inspection was new governed by the 1943 rules of the National Hardwood Lamber Association John L. Alcock is chairman of the committee with J. I. Kidd and James J. Lamon, as the other members.

The report of the chief inspector, J. G. Creamer, showed the total quantity of lumber inspected, the different kinds of woods included in the work of the inspectors, and the inspection for each month of the exchange year which runs from December 1 to November 30 of the following year.

The ticket named by the nominating committee, by H. Rowland Clapp as the regular ticket, as published in the last issue of HARDWOOD RECORD, was put through on motion by the secretary cast ing the ballot, no opposition having developed. One circumstance about it is the slender representation of the hardwood trade. With the exo ptron of John I. Alcock as a member of the managing committee, there is no hardwood man on it. Ridgaway Merryman, the new president, is \*ngaged in handling North Carolina and other yellow pine. H - has had a long experience in exchange business, however, and it is confidently expected that his administration will prove very satisfactory. Mr. Merryman, when conducted to the chair by Henry C. Matthews and Wil-Ham M. Burgan, made a neat little speech, in which he expressed thanks for the bonor conferred, declared his diffidence in following such a capable predecessor as Mr. Mottu, and then asked the earnest co-operation of the membership to the end that the usefulness of the Exchange might Le increased

This ended the 'asiness session, and the members adjourned to the banquet hall on the lower floor, where an elegant menu, including such well-known delicacies as mallard duck, terrapin, oysters on the half shell, in addition to salad a la Merryman, made in honor of the new president, Mumm's extra dry, etc., were served at handsomely decorated tables, while an orchestra discoursed music. After the feast a vaudeville entertainment was given. About ninety persons sat down at the tables, and the utmost good feeling prevailed.

#### St. Louis Exchange to Hold Annual

The following letter which speaks for itself, has been sent out to the members of the St. Louis Lumbermen's Exchange, by President F. H. Smith, notifying the members of the annual dinner which will be held on December 16 probably at the Mercantile Club.

December 16 probably at the Mercantile Club.

The annual meeting and dinner of the Lumberman's Exchange will be held on Tuesday, becember 16. At this meeting a brief yet interesting account of one of the most memorable years in the entire history of the exchange is to be given. The exchange has more members, has a wider scope and is doing more to boost the city and to protect the interests of the tade than for a great many years. Possibly a litteen minutes' talk of business conditions and prospects will be given. Nominations of officers for the ensuing year will be made. The meeting will sit down at 6:30 p. m. and a space will be left near the door for any who may be a few minutes late. If our officers the ensuing the control of th

#### Monthly Meeting Philadelphia Exchange

The regular monthly meeting of the Lumbermen's Exchange, preceded by a supper, was held on the evening of December 4, President Benjamin Stoker in the chair. For the evening's entertainment and instruction Mr. Stoker was successful in securing J. Frank Deschant, manager Sheldon School, Chicago, Ill., to give a lecture on "How to get business and realize a fair profit." The strongest point in Mr. Deschant's address was business efficiency. He pronounced this a great era for business education; psychologists are writing, he said, for the edification of the business man. He dwelt largely on conventional, statute and fundamental laws which are essential for carrying out the proper and scientific business methods. "Science of business is science for service and he who profits in business serves best," quoted Mr. Deschant. He mentioned four factors in business to be considered; first, the man who sells the goods; second, the goods; third, the customer, and fourth, the sale or close of deal. Every man's value is based on his individuality. The less watching he needs, the more valuable his service. "What is the cause of so much necessary supervision?" he asks. "Errors." There are two kinds of errors, omission and commission. Fundamental intellect comprises thought, memory and imagination. There are two important points to consider in efficient selling-doubt, the negative, and faith, the positive. Doubt in your house, your goods or the buyer will cause loss of sale every time, where faith in these will often win the day. Then the will comes in; you are what your will makes you. Talk goods and not price, Mr. Deschant

advised, and try to add points to encourage the sale when price is questioned; be determined to get a man to do what you want him to do.

Having another engagement, Mr. Deschant was obliged to be as concise as possible. A rising vote of thanks was tendered him for much valuable and interesting information.

The meeting then went into session. After the reading of the minutes of the previous meeting, Frederick S. Underhill, chairman of the committee representing the Exchange at the National Conservation Congress, read a very interesting and detailed report of the meeting. announced at this meeting that the exchange had become a member of the Chamber of Commerce of the United States of America, which will hold its annual meeting in the New Willard hotel, Washington, D. C., February 11, 12 and 13, 1914. It was decided by the board of directors of the exchange that the presidents of the exchange hereafter will be the representatives to attend all of the annual meetings of that body.

#### Chicago Association Hears Able Address

On Tuesday, November 25, the Lumbermen's Association of Chicago held a very enjoyable luncheon in the main dining room of the LaSalle Hotel. Following a pleasant half hour for luncheon, President MacLeod called the meeting to order and introduced Harry A. Wheeler, president of the Chamber of Commerce of the United States. Mr. MacLeod paid & fitting tribute to Mr. Wheeler's accomplishments.

Mr. Wheeler's talk dealt with the value of association work. He asked if those present ever realized that organizations are the natural result of economic changes. He said that there is no spasmodic organization into chambers of commerce, trade associations, etc., but that such bodies are formed when there appears to be a dire necessity as a result of the constant revolution in economic conditions. He stated that in countries where the high condition of development exists, such organizations are most common, while in undeveloped countries there is no need for them. He said that they are the result of evolution from certain conditions to a finer and more lofty condition of affairs requiring a greater effort on the part of the population to maintain such a high level. He then traced the usual development of the highly specialized modern business organization from the periodic gatherings of men repre senting any one body of business up through the various specialized associations which have finally resulted in the present efficient and nation-wide association.

He said there are two classes of organization, one being the community association and the other the trade or business association. The first are those organizations which have for their purpose the upbuilding of a city or other municipality, and on the other hand the trade or business associations have as their purpose the furtherunce of the interests of any particular club of business men.

Mr. Wheeler stated that these two forms of organizations are more fully and widely developed in the United States than anywhere else on the civilized globe. He said that King George chartered the first chamber of commerce of New York City, but that only during the last decade has this association been efficient. It accomplished little because there was no set purpose for specific accomplishment.

Mr. Wheeler stated that no one organization is all-sufficient in itself, but must eventually find lodging in some other organization of a somewhat broader scope and that eventually the train of associations will lead up to the formation of an international chamber of commerce

Mr. Wheeler then touched upon the purpose of the reorganization of the various lumber associations of Chicago which was effected some time ago. He stated that the main duty of the present association is to free the city from the stigma of previous sharp practices.

He stated that the trend of modern business has taken it well beyond individualism and that the present-day business unit is the group. He instanced the death recently of various men holding enormous responsibilities of the business of the nation and stated that as a proof of the passing away of the individual control we have the spectacle of the enormous business interests of this country proceeding calmly and unruffled because of such events. He said that in business life the man who rubs elbows with his fellow men, gaining their ideas, is the man who makes the biggest success in life and that this idea applies particularly in association work. He stated that the Chicago association should secure for members all creditable firms and then should go about the task of reforming those not now considered eligible for membership.

Mr. Wheeler then reviewed the history of the organization of the as sociation of which he is president. He said that 450 bodies of business men have joined since April, 1912, and that these associations represent an individual membership of 250,000.

He stated that the real reason for the necessity that now exists for business men to have to make their influence felt in the government of the country is the fact that the character of this country is changing from agricultural to industrial. He said that last year the industrial production of the country was \$20,000,000,000 and the agricultural production \$9,000,000,000. He stated that the big problems are now industrial rather than agricultural.

In speaking of the tariff changes in effect, Mr. Wheeler said that it is not the tariff which is paid on any import which affects the price of a foreign commodity, but rather local conditions. Speaking of increasing cost in production, Mr. Wheeler stated that the non-producing element and extravagance are increasing wages above all else and that coincident with this increase in wages there is no increased earning power offered.

The peaker than entered a strong plea for the dimination of tariff discussion from the portical read, and the promulgation and maintenance of a common sense method of set arthready settling the various questions discided to the tariff. The add that tariff ruptions cannot be endured to work the thing out to a localed end.

Mr. Wheeler reviewed the currency activities in Congress. He said that under any law but lew business men will suffer because the banks will protect themselves, but that the business men's problem is to know whether or not currency legislation will give flexibility and stability to our currency. He stated that we will always have periodical panies and that laws should be sufficient to cover these unusual conditions.

Mr. Wheeler said that following trust legislation will come social legislation and there will be a wave of new thought demanding more intelligent tariffs, wise currency laws, the acceptance of the advice of business men in regard to trust legislation, and the study of social evolution. He said that the Chamber of Commerce of the United States stands for these things and speaks for the business man to the government, seeking a hearing with the government.

Following Mr. Wheeler's talk, F. L. Brown, ex-president of the association, responded for the lumbermen. President MacLeod then brought up the question of affiliating with the National Chamber of Commerce, E. A. Thornton moved that such affiliation be effected. The motion was carried unanimously.

President MacLeod then presented C. R. Henderson of the University of Chicago, president of the United Charities, who spoke appealingly for the support of the association in the work of his organization. He told of the purpose and organization of the United Charities and at the conclusion of his talk a committee was appointed to secure subscriptions from the members of the trade in Chicago.

E. A. Thornton then reported for the building committee and Charles Wescott for the membership committee, after which the meeting adfourned.

#### Meeting Northwestern Hardwood Association

The Northwestern Hardwood Lumbermen's Association met at Minneapolls on December 2. This was the twenty-fifth meeting of the organization. The sessions were held at the West Hotel and were followed by a banquet and a theatre party in the evening.

President F. A. Nolan was unable to attend the meeting and in his absence Vice-President A. S. Bliss took the chair. Mr. Bliss reviewed general market conditions, expressing as his opinion that conditions in the Northwest are in good shape.

Treasurer C. F. Osborne showed a satisfactory balance in the treasury Mr. Osborne was followed by Secretary J. F. Bacon.

Following reports of the arbitration committee, railroad committee and of J. T. Jones on the proposed lumber schedules for Minneapolis, the secretary read letters of regret from officials of the National Hardwood Lumber Association stating that they could not be in attendance.

The feature of the meeting was the general discussion of the conditions of the general market.

#### Nashville Club Fights for Milling-in-Transit Privileges

The Nashville Lumbermen's Club held a meeting in that city on Tuesday, December 2, at which the most important question was the report of the transportation committee, which recommended that complaints against the Louisville & Nashville Railroad be put into the hands of John R. Walker of the Lunbermen's Bureau of Washinston. The complaint has to do with discriminations with the Louisville & Nashville and Nashville, Chattanooga & St. Louis railroads in the matter of milling-in-transit privileges on lumber.

It is claimed that these privileges are not granted to Nashville, but are granted to competitive points with the resulting harmful effect upon Nashville shippers.

#### John M. Pritchard Elected Secretary of New Gum Association

Lumber interests in Memphis are very much pleased with the fact that John M. Pritchard of the John M. Pritchard Lumber Company, Memphis, has been elected secretary of the Gum Lumber Manufacturers' Association by the board of managers, which met in Chicago at the Lumbermen's Club on Saturday, December 6. Much pressure has been brought to bear to secure the consent of Mr. Pritchard to accept the position. He has been discussed therefor as the most satisfactory man available ever since the association was launched and those members of the board, including John W. McClure, are congratulating themselves upon the fact that Mr. Pritchard has, at much personal sacrifice, indicated his willingness to serve. The position of secretary is regarded as distinctly the most important in the organization of the association, as the work of that body will be carried on largely through his efforts. The association has mapped out a big piece of work, namely, that of placing red gum on the market to much better advantage than heretofore, and, with Mr. Pritchard in charge, it is believed that the members of that organization will have every reason to be glad of the fact that he is to act in that important capacity

Mr. Pritchard came to Memphis five or six years ago from Indianapolis, Ind., and in that brief period he has not only worked up a lucrative business but he has also firmly intrenched himself in the friendship of every man connected with the lumber industry. He has served the Lumbermen's Club of Memphis as president during the current year and has made an able and efficient 'official. Besides his official connection with the Lum-

bermen's Club of Menaphis, he has been for a number of years prominently identified with the National Hardwood Lumber Association as chairman of the inspection rules committee. On the occasion of the recent banquet tendered by the Lumbermen's Club of Memphis to the Nashville and Louisville lumbermen and the delegates to the red gum conference, Secretary Fish of the National association said that if there were any one man to whom that organization owed more than to anybody else, that man was John M. Prichard. His friends regard the eulogy of Mr. Fish as thoroughly merited on the part of the recipient and are predicting that, as secretary of the Gum Lumber Manufacturers' Association, he will, through his ability and efficiency, not only serve the organization well, but increase the high regard in which he is already held by all who know

It is announced that headquarters for this organization will be maintained at Memphis. John W. McClure, first vice-president of the association, was chairman of the committee appointed to select headquarters. It has been regarded as practically certain from the time the new organization was first discussed that Memphis would be made official headquarters not only because of its prominence as a lumber manufacturing center and its fitness as a result of being at the head of gum production in the Tunited States, but because it was convenient for all those interested in the gum business to reach. One of the first steps to be carried out by the secretary will be to canvass with a view to securing as a member of this organization every firm that produces gum lumber. Following this there will be an educational campaign in behalf of this lumber which is expected to very greatly increase the outlets therefor. Particular efforts will be made to build up a big foreign trade in red gum through a campaign of instruction that will open the eyes of foreign consumers of southern hardwoods to the beauty and utility as well as the relative cheapness of this particular lumber.

At the meeting of the officers and board of directors of the gum lumber association, held in Chicago, as above noted. President C. L. Harrison stated that the board entered enthusiastically into the business of getting the work of the association under way.

In addition to the election of Mr. Pritchard as secretary, and the selection of Memphis as headquarters for the association, the board transacted other business.

A resolution was unanimously adopted as follows

WHEREAS, The Gum Lumber Manufacturers' Association desiring the fullest understanding of the conditions surrounding the gum lumber industry, and desiring the full co-operation of all gum lumber producers, realizes that its position as regards association matters should be known, therefore be it

RESOLVED, That the Gum Lumber Manufacturers' Association hereby declares its complete neutrality with all other lumber associations.

A committee was appointed to arrange for a gum exhibit at the Forest Products Exposition. Details of this exhibit will be carefully worked out so as to show the adaptability of gum for various purposes.

Permanent offices will be in the new Bank of Commerce and Trust building, Memphis, the temporary offices in that building being in rooms 908 and 909.

#### Annual St. Louis Lumbermen's Club

A banquet and soiree, in addition to the regular monthly meeting and annual election of officers of the St. Louis Lumbermen's Club, took place at the Mercantile Club, Tuesday evening, December 9. The wives, daughters and sweethearts of the members participated and enjoyed not only the entertainment but also the business portion of the meeting.

An elaborate dinner was served to nearly two hundred persons, from 7 to 9 o'clock, during which there was a cabaret performance. About 9 o'clock the regular business meeting of the club and the election of officers took place. After 9:30 the cabaret performance was resumed and continued until 11 o'clock, when there was dancing until a late hour.

At 9 o'clock President Whitmarsh called for order and after the reading of the minutes of the previous meeting gave his report for the year.

The president said he has had the support of all of the members; that there had been no friction in the work of the association. He told what the club had done and what its purpose is, namely, to create friendship and advertise St. Louis as a lumber center. He also suggested what should be done by the coming administration in the way of increasing the membership.

The reports of the secretary and treasurer and the chairmen of the various committees were then given.

The secretary stated that sixty-five new members were received; that the club had 680 visitors from June 1 to Nov. 30. He also told of the progress of the various features that have been inaugurated, and outlined the various functions that have taken place during the first year.

The election of officers concluded the business part of the programme and resulted as follows:

PRESIDENT: John A. Reheis, St. Louis Lumber Company.
FIRST VICE-PRESIDENT: Thos. W. Fry, Chas. F. Luchrmann Lumber
Company.

SECOND VICE-PRESIDENT: C. G. Schilling, W. T. Ferguson Lumber Company.

TREASURER: C. P. Jennings, Berthold & Jennings Lumber Company. Secretary: C. A. Pier,

All the ladies attending were presented with dainty little souvenirs in the shape of several varieties of small children's figures, mounted on little maple pedestals.

## With the Trade

#### F. T. Dooley Lumber Company Incorporated

The U T booker Lumber Companies of the incorporated at Memphisdurius, the post low days with a capit, took of \$20 000. T T brokey is president W is Crusslew view of soletal of T. E. Jones secretary and treasurer. Mr. Dooley entered the lumber business on his own account following the dissolution of the Dooley-Stern Lumber Company, in which he was a partner. With the inesting team he has purchased the yards of his former partners and is now using these. The yards have a capacity of from Longon to 3,000,000 test on largest. An other building has been creeted on the yards and the firm has removed to this from the Randolph building. W. L. Crenshaw is president of the Memphis Hardwood Flooring Company and is one of the officers of the Crenshaw Gary Lumber Company. He is also identified with other lumber and wood-working enterprises in this section. Mr. Jones was formerly employed by the C. B. Dudley Lumber Company. Mr. Dooley has been identified with the lumber business here for a number of years and brings to his new enterprise quite a wide experience.

#### Riel Lumber Company Incorporated at Memphis

The Riel Lumber Company has been incorporated at Memphis with a capital stock of \$30,000. W. L. Crenshaw and F. E. Gary of the Crenshaw-Gary Lumber Company are among the incorporators. Geo. F. Reil, for a number of years associated with the Paepcke Leicht Lumber Company, from whom the new firm takes its name, is also one of the principal stockholders in the new enterprise.

#### Business Changes Announced

The Croft Lumber Company of Clarksburg, W. Va., has announced the election of J. Gibson McIlvain of Philadelphia, president to succeed J. H. Henderson, who resigned to organize with his brother the Henderson Brothers Lumber Company of Clarksburg, W. Va. The Croft company has removed its sales office from Clarksburg to Alexander, W. Va., and has appointed J. W. Sullivan general manager at the Alexander mill. The Henderson Brothers Lumber Company will occupy offices in the Empire building, Clarksburg.

#### Furniture Factory at New Bremen

At a recent meeting of the directors of the Auglaize Furniture Company it was decided to erect a furniture factory at New Bremen, O. The building will consist of one story and will be erected near the site of the Klauke factory. Work will be commenced at once, and will continue through the winter whenever the state of the weather permits.

#### Receiver for Hardwood Company

Paul Johnson has been appointed receiver for the Atlanta Hardwood Company of Atlanta, Ga. A petition had been filed in the Superior Court surrendering the charter. The company was incorporated some time ago, and was thought to be in good condition. A slow market and other difficulties are said to have caused the company to surrender its charter.

#### Large Sale of Hardwood

A sale of the hardwood timber on a 23,000 acre tract was recently consummated near Bristol, Va., for \$250,000 by Charles F. Hagan, trustee of the estate of his father, Patrick Hagan. The sale included the timber only, and the land with its underlying coal was reserved.

Patrick Hagan was once the largest land owner in Virginia. He bought hundreds of thousands of acres of southwest Virginia lands at ten cents per acre. Some years ago he sold to the Virginia Iron, Coal & Coke Company a boundary of 114,000 acres for \$114,000. This property is now estimated to be worth several millions of dolars. Mr. Hagan thought at the time that he was getting a big price.

#### Lumberman's Son Brings Glory to Cornell

W. H. Fritz, Jr., son of W. H. Fritz of W. H. Fritz & Co., a yearng athlete and member of the Cornell football team, has in a day become famous, having played end and haif back for Cornell in the Pennsylvania vs. Cornell game on Thanksgiving day, when the Quakers were defeated. It was through bis admirable work in these positions that his team won.

#### Earl Palmer Entertains

Farl Palmer of Ferguson & Falmer, formerly of Paducah, Ky., but now operating in Mississippi, recently organized a party of unusual interest. which was composed of quite a number of men prominent in bardwood lumber circles. Those attending came by special invitation from Mr. Palmer to visit the company's operations in the neighborhood of New Houlka, Miss., about 110 miles southeast of Memphis. The guests were met at Memphis with special car which took them to New Houlka, where they were well entertained. While the trip was ostensibly a sight-seeing tour, most of the guests carried their hunting equipment with them and are reported to have had some successful shooting. The party spent the entire time with headquarters in the special car, utilizing it as their steeping and eating quarters.

#### Death of A. E. Hoffman

At the time of the recent death of A. E. Hoffman of the Hoffman Brothers Company, Fort Wayne, Ind., information was not available on which Hardbwood Recous could base story of Mr. Hoffman's life. Hardbwood Recond believes, however, that the trade will appreciate a short sketch of Mr. Hoffman's career in the lumber business.

He was born in 1836 in the country near Newburg, N. Y. His parents, Mary and Nathan E. Hoffman, died when Mr. Hoffman was a boy, leaving him, three brothers and three sisters, all under age, to shift for themselves. The young family moved to Frederick, Md., about 1856, where the boys earned a living in various ways. A. E. Hoffman shortly before the war left the rest of the family and went to Fairmount, then in Virginia. When the war broke out he enlisted in the Confederate army and served with distinction all through the war. At the close of the conflict the brothers and sisters were pretty well scattered, but  $\Lambda$ . E. Hoffman came to Indiana and was impressed with the possibilities of hardwood development. He succeeded in interesting two of his brothers, J. R. and W. H., and they started a mill in 1866 at Oswego, Ind. Two years later they moved to Fort Wayne, Ind., on account of the railroad which had come in there. Since then he and his brothers and those associated with him have always been identified with the lumber business. While they almost always had mills at different points in the country, the old mill at Fort Wayne has been in continuous operation and is still running. This mill is somewhat interesting as being the place where the three Hoffman brothers built their first experimental band mill, this being the first band mill in the United States to saw a carload of lumber. They manufactured band mills for fifteen or twenty years under their patents, but confined most of their attention to operating their own plants.

Mr. Hoffman was married in 1871 to Emma Freeman of Fort Wayne.
They had one daughter, who died in 1910. During the whole course
of his life Mr. Hoffman and the company with which he was identified
stood as models of integrity and honesty and he leaves vacant an honored
place in the hardwood industry of the country.

The business of the Hoffman Brothers Company will continue unaffected by his death, as the firm had been incorporated a number of years ago and the active management has been in the hands of younger members of the family.

#### Death of Sigmund Heineman

On November 26, in the Presbyterian Hospital in Chicago, occurred the death of Sigmund Heineman of Merrill, Wis., in his sixty-second year. He was born in Germany. He became a citizen of Lincoin county, Wis., in 1880, and engaged in the mercantile, banking, land and lumber business. He was a Mason, Elk, Odd Fellow and a member of the Jewish church.

## Pertinent Information

#### Lumber Cut and Shipments

The National Lumber Manufacturers' Association has sent out a report showing the cut and shipments of lumber, by specified numbers of mills, for each month from November, 1912, to October, 1913, both inclusive. The showing is as follows:

	NO. OF MILES		
	Reporting.	Cut.	Shipped.
November, 1912		1.068,300	1.091,800
		S0G. 100	919,400
December, 1912	692		
January, 1913		934,100	1,019,200
February, 1913	715	932,100	994,800
repruary, 1910		1.154,800	1,212,800
March, 1913			
Levell 1012	807	1.243,900	1.165.500
April, 1913			1.230,000
May, 1913		1,368,300	
T 1019	705	1.269,900	1.077,500
June, 1913			1.058,600
July, 1913		1,205,700	
August, 1913		1.222.600	1.154,100
August, 1910			1.127.100
September, 1913		1,237,600	
October, 1913	7:341	1.182.800	1.162,800
October, 1910		71421/1000	_,_0=,000
Totala		13 626 200	13,242,600

Comparisons, month with month, by taking the same mills for the month in 1912 and in 1913, are shown below:

No. of	Cut.	M Feet-		s, M Feet.
Mills.	1912.	1913.	1912.	
January 629	683,100	889,200	805,000	987,600
February 629	804,500	849,800	888,500	923,900
March 629	856,200	994,400	970,000	1,059,100
April 629	945,400	1.064,900	1,028,400	1,006,100
May	1.100,200	1.231.600	1.140.700	1.131,700
June 636	1.118,600	1,117,100	1,073,700	990,600
July 556	1.084.400	1,085,100	1,192,700	978,000
August 573	1.139.700	1.107,400	1,180,500	1,045,000
September 598	1.072.300	1,069,400	1,037,400	980,400
October 593	1.139.100	1.051.400	1,072,300	1,042,400
000000				
Totals	9,944,500	10,460,300	10,299,900	10,144,800

#### New York Aldermen Still Oppose Wood Trim

The outding committee of the board of abdermen held another hearing on the proposed new code on December 3. The committee or rather its charge in Addern an Healts: is anakin; a strong effort to have a favorable report on the code presented and submitted to the whole board. To date only two signatures are alived to the report, a sixth being required to make a manority.

At the last hearing the wood trim, hierproof wood, and the lumber interests were present in members to record the opposition to the new provisions which product the use of wood trim in buildings. Iso feel and over high. The objections of the lumber interests have at two previous hearings been given in detail and as noted in these columns the stand of the metal trim men was shot to pieces. It was thought the wood trim case was so strong and so eloquently stated that the code would be changed in committee and the fact that no changes have been made and this latest attempt to get a majority report on the code is taken in some quarters as sustaining the charge that special interests are being havored. The wood trim men do not charge this, but it has been pointed out that the metal trim business is practically a monopoly in control of all patents, etc.

It is thought by many that the report on the code will go over to the new board of abicremen, bet no slacking of interest will be shown by the lumber and wood trim interests.

#### Building Operations for November

Building operations for November, as shown in the official statements of permits issued from 63 cities received by The Interieum Continutur, Chiengo, reach a total value of \$83,066,523, compared with \$52,768,654 for November last year, a decrease of 28 per cent. This is the sharpest decline yet experienced in any one month this year, and no doubt represents to some extent the holding back of plans, especially since active construction work is not normally brisk during the next two or three months. A few cities, however, show improvement. Wichtia comes to the front with a gain of 102 per cent. Wilkes Barre scores 109 per cent on the right side. Peoria forges ahead to the extent of 95 per cent. St. Joseph takes credit for a 44 per cent advance, Hartford gains 297 per cent. Cedar Rapids 179, Dallas 175, Columbus 61 per cent, and Manchester 81 per cent.

For eleven months this year the building operations of these cities have a total of \$566,742.855, compared with \$644,102,203 for the corresponding period last year, a loss of 12 per cent. Comparisons in detail are as follows:

	Nov.	Nov.	1,441.	('⊬nt
City.	1913.	1912.	Gain	Loss
	8 173,135	\$ 397,980	* 111.711	56
	A 110, 100			
Albany	277,855	443,828		37
Atlanta	278,904	1,238,281		77
Baltimore	612,796	668,871		- 8
Boston	1.063.225	3,567,235		70
Buffalo .	550.000	836,000		31
Dullato .				9.7
Cedar Rapids	497,000	178,000	179	
Cedar Rapids	38,610	118,185		67
Chicago	6,490,700	7,625,000		15
Chicago	457,050	526,145		13
Cleveland	1.241.640	1.230,812	i	
Cleveland				
Columbus	398.770	247,987	61	
Dallas	876,615	318,250	175	
Dallas Dayton	111,975	593.078		81
Denver	155,129	318,010		51
Des Maines	108,990	136,915		20
Des Maines	1.769,900	1,548,085	14	
Policet.			1.9	1.5
Duluth	204,673	395,115		48
East Orange	117,308	199,505		+1
Ft. Wayne	102,150	165,635		38
Grand Rapids	275.384	240.240	15	
Harrisburg	84,800	57,480	49	
Hartford	1,070,845	269,475	297	
Haitioid				
Indianapolis	479,711	700,085		31
Kansas City	934,672	1,638,965		42
Lincoln	145,623	206,725		29
Louisville	184.910	278,530		25
Manchester	150,234	82,801	81	
Manuhin	211,261	588,505		64
Memphis	2 7 1 2 20 1			0.3
Milwaukee	1.711.300	1,643,605	. 4	
Minneapolis Nashville Newark	820,990	707,645	16	
Nashville	78,946	256,958		69
Newark	549,371	706,806		1117
New Haven	214,475	321,328		33
Your tiploons		197,980		29
New Orleans	139,716	191,960		
New York				
Manhattan:	4,121,737	9,354,655		56
Bronx	416,614	2,013,243		79
Brooklyn	2,309,415	2,420,074		.5
Total	6,847,766	13,787,972		50
Oulsland	414,226	987,294		58
Oakland Omaha	114			17
Omaha	268,590	323,600		
Paterson	81,030	103,982		22
Peoria	184,605	94,835	95	
Peoria Philadelphia Pittsburgh Richmond	2,026,565	1,919,880	5	
Pittsburgh	698,617	694,329	1	
Richmond	281,399	358,044		20
Dbearton	649.575	968,503		33
Rochester	7.000		1.1	
St. Joseph	132,515 1,073,645	92.122	1.1	
St. Louis	1,073,645	1,079,423		
San Antonio	102,800	261.813		61
Scranton	156 625	154,260	1	
Seattle	387,790	403,310		4
Shrevenort	59,350	87,520	5.0	
Shreveport Sioux City .	115,127	108,835	ς	
Block City .	117,121		7	53
South Bend	29 525	62,350		
Springfield	41 425	215,150		81
Syracuse	182 330	396,810		5.4
Toledo	283 555	272,270	- 1	
Topeka	39,308	74,240		47
Washington	644,033	810,867		20
Wichita .	1111 2 3 3 4	12 200	402	
William Thomas	212,350 212,428	42,300 101,396		
Wilkes Barre	212, 128	101,396	109	
Wordster	299 688	736,904		59
				_
Total	\$38,066,523	\$52,768,054		28

#### Arkansas Flat Rate Adjusted

The controversy over the flat rate on rough material, which was occa somed by the order of the Railroad Commission of Arkansas, which became effective on November 10, has been terminated to the satisfaction of both the shippers and the railroads.

The Arkansas Railroad Commission, after hearing the arguments of both the shippers and carriers on November 29, decided to repeal its order in regard to the flat rate on reugh material, and issue a new order in fleu thereof, fixing the rates agreeable to both parties. The former rate as fixed by the Commission provided for a charge on all forest products of two cents per hundred weight for the first twenty-five miles of the haul and increasing one-quarter of a cent for each additional ten miles. The new rate, under the order issued on November 29, provides that rough forest products be carried for two cents for the first twenty-five miles with an increase of one-half cent for each additional twenty-five miles thereafter. The order provides also that the shipper shall sign a contract to reship at least twenty per cent of the intake over the original carrier's line. No bond, however, may be exacted by the carrier to this effect, a simple contract being thought sufficient. Representatives of the railroads and numerous shippers were present at the meeting of the Commission.

#### Highest Court Upholds Kentucky Rates

The Supreme Court at Washington, D. C., on December 1, handed down an opinion denying the Louisville & Nashville Railroad Company an injunction against the rate-making powers of the Kentucky State Railway Commission. Justice Hughes read the opinion in which the entire court concurred, and by virtue of which interstate rates made by the Kentucky State Commission may be upset by railroads only when they are proved to be confiscatory.

#### Hemlock and Hardwood Cut and Shipment

R. S. Kellogz, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, reports that hemlock production in October was ten per cent less than in September and the hardwood cut fifteen per cent less than in the preceding month. Hemlock shipments in October practically equalled shipments in September, while hardwood shipments increased nine per cent over the previous month.

The summary of reports for the last twelve months shows that during this period hemlock shipments have exceeded the cut by three per cent and that hardwood production has been six per cent greater than shipments. The production of hemlock and hardwoods combined has exceeded shipments by one per cent since November 1, 1912.

Reports from 72 firms give these totals for October:

		Shipped
	Firms M. Ft.	
Hemlock		
Ash	. 21 270	21 762
Passwood	25 2.472	47 5,544
Beech	. 3 6	3 96
Birch	. 26 3,978	51 10,894
Elm		
Maple	22 5,287	44 9,172
Oak	10 93	17 581
Mixed	12 3,145	14 2.185
All hardwood	16.999	31.790
Total hemlock and hardwoods	60,583	70,784

## Hardwood News Notes

#### ────≺ MISCELLANEOUS ≻───

The Henley Furniture Company has been incorporated at Goldsboro, N. C., with \$25,000 capital stock.

The Benton Cabinet Works has been incorporated at Benton, Ark., the capital stock being \$2,000.

The Newbern Veneer and Panel Company has started business at Newbern, N. C. The company has an authorized capital stock of \$30,000.

The Portland-Mexican Hardwoods Company has started business at Portland, Ore., with \$120,000 capital stock.

The Sander Cabinet Company of Indianapolis has filed a notice of dissolution.

The Troutdale Chair Company has been incorporated at Troutdale, Va., with \$20,000 capital stock.

It is announced that the M. Rumely Company of LaPorte, Ind., has moved its general offices to Chicago.

The Sheldon Fixture Company has started business at Davenport, Ia., with an authorized capital stock of \$25,000.

Dickey Campbell & Co. of Black Mountain, N. C., have sold out to Perley & Crockett. The Virginia Veneer Company has started business at Jarratt, Va.

The authorized capital stock of this concern is \$10,000.

The South Bend Casket and Hardware Company has been incorporated

The South Bend Casket and Hardware Company has been incorporated at South Bend, Ind., with a capital stock of \$5,000.

Articles of incorporation have been filed with the secretary of state at Little Rock, Ark., by which the Benton Cabinet Works of Benton, Ark., were incorporated with a capital of \$2,000. The directors are J. F. McEwen, N. D. Couch and M. E. Couch.

#### ──≺ CHICAGO ≻=

The Documber etlendar of the Lumbermen's Club of Chicago shows that there is listed a star vandeville for becoming 13 and an evening of dancing for Documber 17. Miss Ruth Stonehouse will again teach the new dances on the latter date.

Hamwood Ricom acknowledges recept of a handsome calendar the first for the year 1911 which was sent by the Wood-Mosafe Company of New Albany, Ind.

Hyppwoon Ricean is also in receipt of a booklet containing report of the paper on "Closer Etilization of Timber," as submitted by the committee on forest utilization at the recent conservation congress at Washington.

C. B. Allen, manager of the wener department of the Anderson Tully Company, Memphis, has been spending several days on one of his periodical trips to the local market.

W. B. Burke of the Lamb-Fish Lumber Company, Charleston, Miss., accompanied by Mrs. Burke, has been spending quite a little time in Chicago recently and on Sunday last left for Charleston after having been in the city for about two weeks.

As noted elsewhere in this issue, a meeting of the board of governors of the Gum Lumber Manufacturers' Association was held at the Chicago Lumbermen's Club on Saturday, December 6. Among those present were E. A. Lang, F. R. Gadd, S. M. Nickey, T. W. Fry, W. W. Dings, M. B. Cooper, H. B. Weiss, W. B. Burke, C. L. Harrison, John M. Pritchard, J. W. McClure, W. A. Gilchrist. Most of these men have stready left the city and returned to their respective homes.

already left the city and returned to their respective homes. E. D. Galloway and M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., and Saginaw, Mich., have been spending several days with the Chicago trade.

Geo. H. Chapman of the Northwestern Lumber Company, Stanley, Wis., spent several days of last week in Chicago.

F. J. Nichols of the Nichols & Cox Lumber Company, Grand Rapids, Mich., was in town on a selling trip several days of last week.

O. P. Hurd of Cairo, Ill., spent several days in Chicago last week in conference with his brother, J. S. Hurd.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' As-

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, stopped off in Chicago Monday of this week on his way back to Cadillac after having attended the logging conference at Green Bay.

The last issue of the Lumbermen's Club News, dated December, being volume 1, number 3, is a mighty entertaining sheet. It contains a raft of interesting stuff having to do with the business and personal affairs of members of the club.

The H. C. Heinemann Furniture Company has started business at Chicago with \$25,000 capital stock.

The United Sash and Door Company has started business in Chicago with a capital stock of \$5,000.

Haughton & Gillespie of Chicago have changed the firm name to the

Haughton Veneer Company.

The Binder Frame Manufacturing Company of Chicago has been or-

ganized with an authorized capital stock of \$10,000.

The Windsor Folding Bed Company of Chicago has changed its name

to the Windsor Furniture Company.

The Schwartz Picture Frame Company has been incorporated at Chicago with \$5,000 capital.

It is learned that J. T. Phillips of the Diamond Lumber Company, Green Bay, Wis., is now convalescing after a severe attack of typhoid fever. Mr. Phillips is away for a two weeks' rest with his brother.

Max L. Pease, Poplar Bluff, Mo., vice-president of the Galloway-Pease Company, whose headquarters are at Saginaw, Mich., was in Chicago December 2.

Nels Dueholm, sales manager for the Scott & Howe Lumber Company, Oshkosh, Wis., was a welcome caller at HARDWOOD RECORD office Decem-

J. S. Stearns, president of the Stearns Salt & Lumber Company, Ludington, Mich., was among the visitors to the local trade Demember 9.

#### **==<** NEW YORK **>**=

Wm. H. Russe of Memphis, Tenn., prominent hardwood lumber operator and ex-president of the National Hardwood Lumber Association, was a visitor to New York during the fortnight. In company with Mrs. Russe he was on a shopping tour.

J. C. Kaul of the Kaul Lumber Company, hardwood manufacturers of Birmingham, Ala., was a New York visitor recently.

The South American Hard Woods Company has been incorporated in New York by Geo. H. Hill, Medellin, Colombia, South America; F. O. Altinger and E. H. Vines of New York. The company will deal in imported hard and fancy woods, and control vast tracts of timber in South America.

F. C. Price, for many years identified with the tropical hardwood business in this city, has been appointed representative here of the Grand Rapids Veneer Works. He is located at 17 West Forty-second street.

The Magara Wood Working Company, office this city and plant at Middleport, N. Y.. has filed a petition in bankruptcy; liabilities \$52,600, assets \$67,200.

The Lockhart Piano Company has filed a petition in bankruptcy; liabilities \$29,700, assets \$14,400.

R. J. Darnell, Memphis lumberman, was awarded \$11,000 damages in

sult against the Long Island Railroad Company and his daughter, Miss Pauline Darnell, \$10,000. The sult was brought following an accident in October, 1911, when a Long Island train ran down an automobile, killing Mrs. Darnell and another daughter and injuring Miss Pauline Darnell.

#### — ≺ BUFFALO >----

An order has been issued by Judge Hazel in Federal Court directing Roland Grungle, receiver of the Blue Grass Lumber Company, to show cause why money collected on certain accounts should not be turned over to the Manufacturers' Finance Company of Baltimore. That concern makes claim to certain assets of the lumber company under an assignment for loans. The affairs of the Blue Grass Lumber Company and the associate Empire State Hardwood Lumber Company are in a tangled condition on account of the loss of part of the books. One Buffalo bank is a creditor to the extent of \$42,000.

The Jamestown Panel & Veneer Company sustained a loss of several thousand dollars by fire, as well as water on November 30. The heat set of about twenty-five sprinklers and the veneer plant as well as two floors of the Nelson Company, manufacturers of dining-room tables, was flooded. The fire was caused either by spontaneous combustion or defective wiring.



#### OUR SPECIALTY - CRATING STOCK

WE MANUFACTURE

GUM, MAPLE AND OAK

PLANING MILL FACILITIES

M. E. Leming Lumber Co. CAPE GIRARDEAU,

### Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

### Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville

Kentucky

### Grant T. Stephenson Constructing Engineer

Wood Distillation Plants for Utilization of Wood Waste

WELLS, MICHIGAN

The City Lumber Company, 1154 Senera street, has started into the general lumber business, both wholesale and retail. A stock of hardwoods and oak flooring will be carried. Manager Charles H. Shepard states that a pretty good local trade in lumber has been developed since the start several weeks ago. The yard adjoins that of the National Lumber Company.

T. Sullivan & Co. report a good demand for brown ash as crating lumber. The yard has been receiving good supplies of hardwoods lately and the available pilling space is well taken up.

Frank T. Sullivan, manager of the yard of H. H. Salmon & Co., has

lately been at Harbor Beach, near Port Huron, to look after the company's barge Pendell, which went ashore there,

The Batavia door mill in which the Scatcherds are interested is filling a large rush order for mhogany and other hardwoods for the interior work of the new Lord & Taylor building in New York.

B. F. Ridley of Davenport & Ridley, has been spending considerable time in the South lately, looking after hardwood stocks which are being shipped to the Buffalo yard.

Binkeslee, Perrin & Darling report the hardwood trade as fair and better than it was two months ago. Plain oak and poplar are among the woods selling fairly well.

R. D. McLean has returned from a week's business trip to Canada. The office reports the hardwood trade fair, but sales are not expected to be at all active until after inventory taking among buyers.

Homer T. Kerr reports that the sawmill at St. Mary's, Pa., with which he is connected has shut down for the present in order to put all the activities into cutting logs, preparatory to starting up about February.

### CINCINNATI

Hardwood Manufacturers and Jobbers

C. CRANE & CO.

MANUFACTURERS HARDWOOD LUMBER

#### DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE—CLAY CITY, KY.

#### RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

#### E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS GOERKE BUILDING

#### SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

### JAMES KENNEDY & CO., Ltd. OAK, POPLAR AND OTHER HARDWOODS FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

### OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
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to the "Service" (in all its details) you can secure from us on Oak, Gum, Poplar and other Hardwoods?

BETTER GET IN TOUCH WITH US

THE M. B. FARRIN LUMBER CO.

### CONASAUGA LUMBER CO.

MANUFACTURERS HARDWOOD AND PINE FOURTH NATIONAL BANK BUILDING

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT

#### —≺ PHILADELPHIA ≻——

Frank R. Whiting, president of the Whiting Lumber Company, reports a varying activity. Buying is only from hand to mouth. He looks for comparative quiet until after stock-taking. The hardwood situation he pronounces well controlled. There will be a scramble for stock, he thinks, with the first advance in buying.

The Croft Lumber Company of Alexander, Va., announced recently that J. Gibson McIlvain, of J. Gibson McIlvain & Co., Philadelphila, had been elected president of the company to succeed J. H. Henderson, who with his brother, Milton J. Henderson, has formed a wholesale lumber firm which will occupy the old Croft quarters in Clarksburg, W. Va. The Croft concern has moved its sales office, which will be under the direct supervision of J. W. Sullivan, general manager of the mill, to Alexander.

Eugene W. Fry, lumberman, and president of the Philadelphia Lumbermen's Golf Club, has been recently appointed a delegate by Governor Tener, to represent Pennsylvania at the National Rivers and Harbors Congress. Mr. Fry was also elected a vice president of the Atlantic Deeper Waterways Association, at their recent convention in Jacksonville.

Horace A. Reeves, Jr., says he is getting a few orders right along, and last months' sales totaled up fairly well. Sharper hustling is necessary now, he says, and there is nothing on the surface at this time to determine the outlook.

J. U. Holloway of the Imperial Lumber Company says business is spotty and hard to get. As to outlook they simply are hopeful. It is announced that A. B. Adams of the Brown-Bates Company will

It is announced that A. B. Adams of the Brown-Bates Company wil look after sales in the mining region hereafter.

F. A. Dudley of the Sterling Lumber Company confirms the general trade report of a strained activity. There is nothing new from a fortnight ago, and no improvement looked for until after January 1.

Nathan B. Gaskill of Nathan B. Gaskill and Sons, Inc., in regard to the lumber situation, says we are simply marking time, waiting patiently for a sign to go ahead.

W. H. Fritz of W. H. Fritz & Co. says there has been very little change if any in trading for the last two weeks and that none is anticipated before the end of winter.

The Federal Clay, Coal and Lumber Company, Wilmington, Del., obtained a charter under Delaware laws November 22, capitalized at \$200,000.

#### ———≺ PITTSBURGH >-----

The Marquette-Kerr Lumber Company, capital \$25,000, has been organized at Youngstown, O., by H. L. Marquette, Willis E. Kerr, Carry Kerr, Grace D. Williams, and Elizabeth Marquette.

The Henderson Brothers Lumber Company is a new concern with offices in the Empire building at Clarksburg, W. Va., which is of much interest to Pittsburgh wholesalers. The president is J. H. Henderson, for many years with the Kendall Lumber Company of this city, and lately president of the Croft Lumber Company of Clarksburg.

William Schuette & Co. report a fair volume of business. Yard buying is, of course, pretty slow at present.

The C. P. Caughey Lumber Company is cutting a large amount of mine stock and railroad ties from its hardwood timber tract in Centre county, Pennsylvania. Manager S. A. Seaman of this company, announces that business in both these lines is good.

J. M. Bemis & Son, of the old lumber firm of Bemis & Vosburg, have sold their big timber holdings in Texas and other western states for about \$1,000,000. They were bought by Mr. Bemis fifty years ago for \$10,000.

The Aberdeen Lumber Company has established a cypress department which is bound to be a winner. President J. N. Woollett has secured for manager of this department Fred J. Davenport, formerly of the Cypress Selling Association of New Orleans. President Woollett is in the South this week on business.

The Kendall Lumber Company has made a change in its Philadelphia office putting Otto C. Cluss in charge in the Real Estate Trust building in that city. At its branch office at Columbus, O., Wade Heimrich is now manager.

W. D. Johnston, president of the American Lumber & Manufacturing

Company, returned home this week from a three weeks' trip to the Pacific const. The American reports an execution business in hirdwoods.

The J. C. Donges Lumber Company of which J. C. Donges has been

the active head for several years, will shortly incorporate under a Pennsylvania charter. His associates will be L. R. Martin, R. T. Rossell and

The first annual banquet of the Pittsburgh Lumbermen's Club was held at the German Club House on Craft avenue on the evening of December 3. Dancing, a fine banquet, and a splendid moving picture show entertained the 250 retailers and their wives who were present. The club is a very active organization and its officers are: President, E. M. Diebold: vicepresident, W. H. Williams; treasurer, Walter Ahlers; secretary, E. A. Diehold.

#### ——≺ BOSTON ≻——

The Colonial Lumber Company, Boston, has taken an office on Milk

street. The company was incorporated here a few weeks ago.

The plant of the White Mountain Freezer Company, Nashua, N. H., has been damaged by fire. The blaze was confined to the company's large dry house, which at the time of the fire was well stocked with lumber. The building damaged was erected about a year ago and was

lumber. The building uninged was created about a year and credited with being one of the most modern dry houses in that section.

Abraham Recht, a large builder in Lynn, Mass., has filed a petition in bankruptev. The liabilities are given as \$67,615 and the assets are estimated at \$53,775.

C. L. Barr of Philadelphia, Pa., has been a recent visitor in the Boston

#### =====**≺** BALTIMORE **>**=

Among the visiting lumbermen here the latter part of November was W. L. McCormick, who came in the interest of some of the large manufacturing interests in Washington state on a kind of inspection tour in order to study the advantages offered by the various Atlantic ports, with a view to selecting one that might be made the central point for shipments of Pacific coast lumber when the Panama canal is opened. The plan would be to concentrate all of the shipments east at one point, and from there distribute the lumber over the interior and along the seaboard. Mr. McCormick expressed himself as being very favorably impressed with Baltimore because of this city's location midway between north and south, and in an admirable position for reaching every part of the territory.

Among the creditors of the Peabody Building Company and its president, James T. Miller, who were adjudged bankrupt in the United States court here November 25, were a number of lumber firms, with amounts running as high as \$3,000 and \$4,000. The company has been carrying on construction work in the northern part of the city and has found property moving slowly of late.

A. O. Thayer, mill manager for the Magazine Hardwood Sawmill Company, near Mobile, Ala., which is owned by Richard P. Baer & Co., of Baltimore, is here on a vacation and will spend several weeks in the Monumental city. Mr. Thayer expressed the belief that the hardwood

situation had presented a fairly favorable aspect.

Another visiting lumberman was George D. Burgess of Russe & Burgess, Inc., Memphis. Mr. Burges came to Baltimore to attend the funeral of his father-in-law, J. D. Early, who was for years cashier of the Commercial and Farmers' National Bank here, but retired in 1895. Mr. Burgess gave an encouraging view of the lumber trade in the Memphis He said that while there had been an easing off in some of the woods, the first drop was generally the most pronounced, and that indications gave rise to the belief that a rebound might occur before long.

### -----≺ COLUMBUS ≻-

The Contractors' Association of Portsmouth, O., has been incorporated for the purpose of promoting the interests of contractors and building material men in that city. The corporation is not for profit, thus no capital stock is provided for. The incorporators are A. J. Reitz, Otho D. Foster, William Creelbaum, William J. Tritscheller and Henry H. Kaps.

J. P. Madigan of Cleveland is one of the incorporators of the Perry Cosl and Lumber Company of Lexington, Ky., which has a capital of \$1,500,000. The company will develop mines and oil lands and manufacture lumber. M. J. Berry of Columbus is also interested in the

The Niles Auto & Machine Company has leased the building formerly occupied by the Sykes Lath and Roofing Company at Niles, O.

The Economy Lumber Company of Marion, O., has been incorporated with a capital stock of \$10,000 to buy and sell and deal in lumber. incorporators are J W. Jacoby, A. L. Payne, Pride Tossey, S. H. Delong and D. F. Maples.

The Kirkpatrick Lumber Company of Cincinnati, O., has started in the wholesale business

At Logan, O., there is a dearth of houses and efforts are being made to supply the demand. The scarcity is caused by the large number of employes which came into the city recently. A number of new manufacturing concerns opened there.

The annual meeting of the Union Association of Lumber, Sash and Door Salesmen will be held at Cincinnati February 3, 4 and 5 in con-



### Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best foreign houses are taking up my logs on my own recommendation

My supply enables me to fill orders of any size in carload lots without delay.

### Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured walnut in long wood and stumps contains only the choicest in figure and curl that can be

All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for the knife

Youwill lose nothing by trying me on your next inquiry.

> FRANK PURCELL = Kansas City, Mo., U.S.A.

### MATHEWS STANDARD **Gravity Lumber Conveyer**



Made all steel, hall bearing rollers, eacht feet sections, ersply coupled together and assembled to form line of any required length, over which luminer, theoring, dimension, smil, etc., wit, travel on a four per cent grade. Admisstable lacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable.

For the support of lack of the support of lack of the support conveyer and the support conveyer of materials. The support conveyer is the support of lack of materials, and total cristance to be conveyed. Send rough sketch showing temporaries. Ask for catalog.



### RED GUM

(Leading Manufacturers)

### St. Francis Basin Hardwoods

100,000′ 4/4″ 1sts & 2nds Plain White Oak

Band Sawn

**Bone Dry** 

75 per cent. 14 and 16 feet long

PROMPT SHIPMENT

### Geo. C. Brown & Company

Proctor, Ark. 1 hour from Memphis on C. R. I. & P. Ry.

## OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

### Southern Hardwoods —— Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

WE OFFER THE FOLLOWING

### **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum

75,000 ft. 6/4 Common & Better Red Gum 50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, MISS.
HARDWOOD LUMBER AND LOGS

### ARCHER LUMBER COMPANY

Manufacturers of

**HARDWOODS** 

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods .

OUR SPECIALTY-RED GUM

nection with the annual convention of the Ohio Retail Lumber Dealers' Association. J. S. Hayward is president of the organization. In the month of Novamber was recorded the greatest volume of business.

In the month of Nor inher was recorded the greatest volume of business for any November since the city building department was opened. The excess of November, 1913, over November, 1912, was \$150,783. The total value of permits granted this month by the department was \$398,770. The business of the department for the first eleven months of this year over that of a similar period in 1912 has increased by \$558,020. The total to December 1 has been \$5,075,850. The number of 1913 building permits so far has been \$7,49, compared to 2,534 issued in a similar length of time last year.

The Dwight Hinckley Lumber Company of Cincinnati has announced that Harry W. Fagin, formerly of Fagin & Kirkpatrick, has become a stockholder in that company and at a recent meeting of the board of

directors was elected vice-president.

The next two or three months will see the beginning of the largest building operations Columbus has been fortunate enough to witness for many years past. The prospects for building in Columbus in 1914 and 1915 are better than they have been for years, considering the value of the buildings and the improvement thereby to the city. The architects are just beginning the plans for these buildings in some instances and in others the drawings are nearing completion. But that these great improvements are to be made is certain, the aggregate cost of the seven buildings being about \$3.000,000.

F. H. Herdman of the F. H. Herdman Lumber Company of Zanesville, O., died recently after a short illness.

L. B. Schneider of John R. Gobey & Co. says that conditions in the hardwood trade are remaining about the same. Prices are firm and shipments are coming out better.

Secretary Benhow of the Sowers-Leach Lumber Company says trade is rather quiet although prices are holding up well.

Manager Hodil of the Virginia Lumber Company says that the hardwood trade is holding up well and prices are firm.

R. W. Horton of the W. M. Ritter Lumber Company reports a little slowness in the past week due to the intervention of the Thanksgiving holiday. He says the factories are still the best buyers although yards are buying a little. The car supply appears to be spotty; some places are being well provided while others have a scarcity.

J. A. Ford of the Imperial Lumber Company says the weather has been against an active movement in hardwoods. Prices are just about the same and the demand is fair. There is an improvement in the car supply. George P. Morgan of the Mercereau Lumber Company of Parkersburg,

George P. Morgan of the Mercereau Lumber Company of Parkersburg, W. Va., and E. M. Bonner of the Diamond Lumber Company of the same city were in Columbus recently on business.

### =< TOLEDO >=

President W. S. Booth of the Booth Column Company has just returned from a trip to West Virginia where he purchased 500,000 feet of poplar and a car of oak lumber. Mr. Booth states that business has been splendid with his concern this year, which far exceeded the business of last season. Next week this concern will begin operating its plant but eight hours a day which will be continued until the first of January when the annual inventory will be taken. Following this the plant will again run full time.

The Toledo Bending Company reports business a trifle dull just now, orders coming in more slowly. As this is the "off time" for this class of business it leaves conditions about normal.

The Skinner Bending Company reports a fair business, orders beginning to come in more slowly, however, both in the bending and wheelbarrow departments. While prices have a tendency toward depression, this is believed to indicate only a slow demand and a desire on the part of a good many concerns to unload what stock they have on hand, in an effort to turn their wares into ready money.

Blood poison resulting from the infection of a small boil behind one of his ears caused the death during the last week of Howard M. Smith, prominent Toledo lumberman, well known to the trade throughout this section. Mr. Smith's father operated the first sawmill ever located in Toledo in the early days when this section was rich in fine hardwoods. These sawmills finally developed into the pioneer lumber yard of Toledo under the title of the W. H. H. Smith Company. During the past three years Mr. Smith has been conducting an office business in Toledo. He leaves a wife, three daughters, a son and a brother.

#### ✓ INDIANAPOLIS >

The Clinton City Lumber Company of Clinton has increased its capital from \$20,000 to \$50,000.

After a shut-down of four weeks for repairs, the Udell Works, manufacturers of ladders and furniture, has resumed operations with a full force of employes.

Building operations in the city last month aggregated \$479,711 as compared with \$700,085 for November, 1912, the decrease being due largely to labor difficulties.

The McDonald Lumber Company has been organized at Clinton by Eugene McDonald, M. M. Scott and Austin Jackson and has been incorporated with an authorized capitalization of \$20,000.

John Hughes, who was identified with the hardwood trade in northern Indiana for many years, died at the home of his daughter in Fort Wayne

a tew days ago. He was sixty five y are old and retired from business recently after having been in the lumber trade at Huntington.

Judge Albert B. Anderson of the United States court in this city has appointed Edward C. Dissell receiver for the Hanna-Brackenridge Company of Fort Wayne on a petition nied by several creditors asking that the company be adjudged bankrupt.

Members of eighteen building trades' organizations have walked out on all building projects where any brick work is under way. The trouble is a jurisdictional strike caused by a determination to prevent brick layers from doing inside marble work. The brick layers are not members of the American Federation of Labor with which the marble setters and other building trades are identified.

Since December 1 a large number of teamsters and chauffeurs in the city have been on strike demanding a uniform wage scale and shorter and uniform hours. All hauling was suspended two days because of acts of violence that met efforts to operate trucks. The excellent protection being afforded by the police, however, has encouraged many concerns to resume deliveries. The police are proceeding on the theory that law and order must be maintained and have very promptly responded to all complaints, dispersing mobs as fast as they have formed. Normal conditions are rapidly returning and it is thought that within a few days there will be little danger of trucks and drivers being molested. Threats are being made that a general strike of all labor organizations will be called.

### —≺ MEMPHIS ≻=

The Chickasaw Cooperage Company has recently purchased a mill which will be installed at McGehee, Ark. This firm is engaged in the manufacture of heading and staves and tight barrels. It has extensive holdings in the territory tributary to McGehee and the new mill will be installed for the development of these. On the strength of this launching into the sawmill end of the business Walker L. Wellford, secretary and treasurer of the company, has made application for membership in the Lumbermen's Club of Memphis.

A large delegation is in Washington urging federal control of the levees through the adoption of the Ransdell-Humphreys bill which is now pending before congress. There is no section of the country more directly interested in this proposed legislation than the Memphis territory. The floods of the past several years have brought disaster throughout the upper Mississippi valley and owners of lumber and wood working enterprises throughout the territory tributary to Memphis have suffered heavy loss as a result of the breaks in the levee system. Every business organization in this city and section, including the Lumbermen's Club of Memphis, sent delegates to the Washington conference. The belief is very strong here that it is impossible to control the floods through the state and private levee boards and that the United States government is the only power having sufficient capital at its disposal to cope with a situation of such vast import.

The Moro Land & Timber Company has made application to do business under the laws of Arkansas. Its headquarters are at Moro, Ark. The certificate sets forth that the company proposes to invest \$20.000 in Arkansas and that one of its chief expenditures will be involved in the erection of a sawmill at Bono, Craighead County.

R. J. Darnell, Inc., has failed to secure an injunction from the supreme court of Mississippi restraining the railroad commission from putting into effect a new log rate on the Batesville-Southwestern which this firm has leased from the Illinois Central railroad for the development of its timber resources in that section. The lumber firm set forth that the new rate was practically confiscatory and, therefore, in violation of the constitution of the United States. The supreme court, however, has suggested the wisdom of testing the new rates by actual experience and, from the decision, it is apparent that the complainant will have to submit to this verdict at least for the time being.

### ────≺ NASHVILLE ≻──

The Nashville Veneer Company has been incorporated with an authorized capital stock of \$15.000. A. B. Ransom of John B. Ransom & Co. has been elected president, and Wm. R. Drinkard of Indianapolis is general manager of the new company. The company has taken steps to start up a plant in West Nashville immediately, and is now operating two saws. It is expected that the business will be enlarged greatly at a later date.

The Hudson Lumber Company at South Pittsburg, Tenn. has been carrying on heavy operations in red cedar lumber and timber. The company has recently closed contracts for about 1,000 carloads of red cedar in Rutherford, Bedford, Coffee and other countles, to be delivered at once. The receipt of these shipments will give the company about 3,000 carloads of red cedar on its yards, valued at more than \$100,000. This lumber is being converted into material for the Eagle Penell Company, and is said to be as fine quality as can be secured at this time. The company employs about 150 men in its plant. It is now making arrangements to secure electric power from Hales Bar on the Tecnessee river. The development of the water power of Tennessee at the cost of many millions of dollars and introduction of hydro-electric power promises to do much in the matter of power for manufacturing plants.

The Moore Lumber Company of Greeneville, Tenn., has filed a voluntary petition in bankruptcy.

J. G. Collier has added a sawmill to his stave factory plant at Erin,

### RED GUM

(Leading Manufacturers)

### Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

### MILLER LUMBER CO.

### Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

### Baker-Matthews Manufacturing Co.

Sikeston, Mo.

### Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

### **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better

Soft Elm \*

Mark H. Brown Lumber Company Hardwood Manufacturers Mounds, Ark.

Eleven Miles West of Memphis, Tenn.

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

Bluestone Land & Lumber Company MANUFACTURERS WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock Band Sawed Stock RIDGWAY

MILL FACILITIES COMPLETE PLANING

PENNSYLVANIA



SAP GUM COTTONWOOD CYPRESS ASH

PLAIN OAK All Grades and Thicknesses QUARTERED OAK

We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick,

SOFT ELM SYCAMORE

### VANDEN BOOM-STIMSON LUMBER COMPANY Manufacturers Southern Hardwords Ash a Specialty Memphic Tennessee

### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE ENGINEERS

Clarence W. Griffith Department Manager. Memphis, Tenn.

The Mossman Lumber Co., Inc. Manufacturers plain and quartered red and while one, ush, gum and poplar, t: :: :: :: ALSO FULLY EQUIPT DIMENSION PLANT Nemoris. 

Tenn., and will also divide attention to the general lumber trade.

The Greeneville Chair Company, Greeneville, Tenn., which has been in the hands of a receiver for some time, has been sold by order of the court to Mr. Lutz of Lenoir, N. C., for \$35,000. This will pay about twenty-five cents on the dollar to creditors. The company operated a large plant, and Mr. Lutz, who has had experience in the business, announces his intention of reorganizing the company and resuming business at an early date. The plant employed about 400 men.

Nashville commercial bodies have started a movement to consolidate. Officers and directors of more than a dozen associations met December 4 and endorsed the plan. E. M. Foster, president of the Board of Trade, presided, and E. S. Shannon was secretary. Many prominent men spoke in favor of the movement, including Chas. M. Morford, president, and Hamilton Love, former president of the Commercial Club. It is probable that the Nashville Association of Commerce will be formed, with a membership of 3,000 or 4,000, similar to the plan now in vogue in Chicago. The Lumbermen's Club and other associations will be subordinate departments and will have their officers and organizations. The Board of Trade, Commercial Club and Business Men's Association will probably be absorbed. It has been recognized for several years that greater work could be accomplished for the city by united effort. The presidents of the various organizations were appointed a committee to perfect plans for

The Cumberland River Improvement Association held its annual meeting and re-elected W. E. Myer, Carthage, Tenn., president, and E. S. Shannon, Nashville, secretary. The association is composed of men promoting the work of improving the Cumberland, and the outlook was reported bright to secure the completion of the project so as to give navigable water all the year round from Nashville to the Ohio river and also for several hundred miles above Nashville. It is believed the completion of this work will be a greater advantage to the city in the matter of securing transportation rates than a new trunk line railroad.

#### =≺ LOUISVILLE >=

Recent forest fires in eastern Kentucky have caused so much damage, in spite of the fact that they were vigorously fought by the county fire wardens appointed by the state forestry department, that J. E. Barton, state forester, has written to all of the railroads in the state calling their attention to the law requiring them to use spark arresters and pointing out their liability for damages in case they cause the destruction of timber

The Louisville Hardwood Club is preparing for an active season's work. Important topics to be discussed in the state legislature, which starts its bi-ennial session at Frankfort next month, will be taken up before then by the club. The questions to be considered are reform of the state tax system, adoption of a workmen's compensation law and the extension of the powers of the state railroad commission. President S. R. Cecil has appointed the following committees

PUBLICITY AND PROGRAM—Edward L. Davis, G. D. Crain, Jr., and Stuart R. Cecil.

tuart R. Cecil.

ENTERTAMMENT—T. M. Brown. D. E. Kline and John Churchill.

FINANCE—C. M. Sears, T. M. Brown and A. E. Norman.

By-Laws—D. E. Kline, C. J. Frank and August Kahler.

MEMBERSHIP—P. G. Booker. R. F. Smith and Smith Milton.

TRANSFORTATION—A. E. Norman, Herbert Bauman and Edwin Norman.

Loos—H. E. Kline, Edward S. Shippen and Charles Platter.

Rapid progress is being made in completing the new plants of the

Wood Mosaic Company, which is rebuilding a sawmill at Highland Park, a Louisville suburb, and a veneer mill, sawmill and flooring plant in New Albany, Ind. The local mill will have a capacity of 35,000 feet a day, while that in New Albany will cut 20,000 feet a day. The vencer saws will turn out 25,000 feet a day and the flooring factory 40,000 feet a day.

The complaint of the North Vernon Lumber Company, which has a sawmill in Louisville, was heard here last week by a representative of the Interstate Commerce Commission. The complaint was that the rate from Dyersburg, Tenn., where the company has a mill, to North Vernon, Ind., where the headquarters of the company are located, is greater than from Dyersburg to Cincinnati, though the haul is much The Illinois Central and the Baltimore & Ohio are the defendants in the complaint.

Hines & Norman, a Louisville legal firm which has handled a number of lumber traffic cases, appeared in the complaint of the Commercial Club of Metropolis, Ill., against the Illinois Central and other roads before the Interstate Commerce Commission recently. The chief question involved is rates on lumber from the South to Metropolis.

The Broadhead-Garrett Lumber Company of Winchester, Ky., has purchased a tract of timberland in Perry county, and will erect a large mill on the property, which is only a short distance from Hazard, on the Lexington & Eastern.

#### =< ST. LOUIS >====

During the month of November the receipts of lumber at this center were 14,432 cars. In November last year the receipts were 13,980, or a gain during November this year of 451 cars. Receipts by river this year were 28,000 feet. Last November they were 43,000 feet, a falling off this year of 15,000 feet. Shipments of lumber by rail in November this year were 11,730 cars, against 9,203 cars last November, a gain this year of 2,527 cars. River shipments for November this year have not yet been compiled.



### Gum Oak Elm

an surface and re-saw, also furnish Kiln Dried Stock

COTTONWOOD CYPRESS FURNITURE DIMENSION SYCAMORE YELLOW PINE

### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend, Indiana

### The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

### Northern and Southern Hardwoods

CAR STOCK

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

50 M ft. 8/4 1sts & 2nds Hard Maple 75 M ft. 8/4 No. 1 Common Hard Maple 5 cars 4/4 No. 3 Common Basswood

Send us your inquiries 1 car 12/4 Log Run Soft Elm

### **EXCEPTIONAL**

MAHOGANY, CIRCASSIAN WAL-NUT AND QUARTERED OAK

### VENEERS

If a good veneer cutter can manufacture fair quality veneers with antiquated machinery, what can he do when given the latest and most efficient equipment?

#### The Answer

is to be found in any of the stock produced at our new mill, which is the last word in modern equipment

We have selected the finest logs on the market, our men are experienced and capable, the product speaks for itself.

See our samples and get prices.

#### Visit Our Plant

Any time you are in Chicago and want to see the most modern veneer plant in existence today, we will be glad to show you through our plant.

### Fred W. Black Lumber Co.

2245 S. Fortieth Ave.

Chicago, Ill.

M. L. Pease, vio president of the Galloway Pease Company of Poplar Bluff, was a visitor at the Lumbermen's Exchange a few days ago. W. P. Anderson, vice-president of the Gideon-Anderson Lumber & Mer-

W. P. Anderson, vice-president of the Gideon-Anderson Lumber & Mercantile Company, is back from his bunting trip to northern Michigan. He was one of a party of some twelve or fourteen which killed quite a lot of game and deer and had a good time generally. Mr. Anderson says he never had a better time in his life and it has done him a world of good.

G. E. Breece, president and general manager of the West Virginia Timber Company, Charleston, W. Va., was in St. Louis for one day last week and called at the bendenances of Haranwood Racone. He came up from the mills of the company in the South. He visited in town, the mills in Arkansas City, Ark., Monroe, La., and Baskin, La. He says they are all doing a splendid business but have been handicapped somewhat by the scarcity of cars.

W. W. Dings of the Garetson-Greason Lumber Company is back from a short trip to the Pacific coast, where he went on business. He visited Los Angeles, Sacramento. San Francisco and stopped at El Paso, on his way home, and while he stepped over into Old Mexico for an hour or two, he did not tarry long.

Harry Graus, a box manufacturer, will receive \$135,000 by the terms of a settlement made in litization between Mr. Gaus and thirty-five insurance companies. The terms were announced a few days ago, in the St. Louis Circuit Court.

Mr. Gaus recently obtained a verdict for \$60,000 in a suit for damages he brought against the chief of the St. Louis Fire Prevention Bureau and the thirty-five insurance companies for false arrest. He sued for \$500.000, alleeing he had been arrested at the instigation of the defendants who investigated a tire which destroyed the box manufacturing plant of Henry Gaus & Son several months ago. Mr. Gaus also sued the companies for insurance on the burned plant and verdicts for \$102.000 had been returned in his favor. All the litigation has been appealed.

John H. Johanning, president of the Johanning Lumber Company, died last week of arterio sclerosis. He had not been actively engaged in business since 1910, partly due to the illness which caused his death. Mr. Johanning, who was seventy-six years old, had been a resident of St. Louis since 1847, coming from Germany when ten years old. He was educated in private schools in St. Louis and became a clerk in a planing mill in 1857. Later he became a partner in the business and the firm 'was known as Philibert & Johanning Manufacturing Company. He established the present firm in 1857.

#### — ≺ ARKANSAS >----

The strike of the coopers at Paragould, Ark., is still on, with no indications of either side weakening or showing any disposition to compromise the differences. Some time ago the strikers proposed to arbitrate all questions of difference, but this proposal was refused by the mill owners, and now the strikers are refusing to submit the proposition to arbitration, and are also making an additional demand for increased wages. The mills show no disposition to change their former attitude in regard to the situation.

Contracts have already been awarded by the forestry office at Harrison. Ark., for the sale of two large tracts of white oak timber in the Ozark National Forest. The contracts cover 1,100,000 feet standing in Baxter county, Ark., at a price of \$3.80 per thousand feet, or a total value of \$4,180,00 also 1,600,000 feet in Cleburn county at \$3.75 per thousand feet, or a total value of \$6,000,00. By these two sales about \$1,000,00 will be added to the good roads fund of the Ozark National Forest, most of which will be available for expenditure during the next fiscal year.

A certificate of dissolution was filed in the office of the Secretary of State of Arkansas, on November 23, by the Clarendon Boat Oar Company of Clarendon Ark.

of Clarendon, Ark.

Articles of Incorporation were filed in the office of the Secretary of State of Arkansas, on November 21, by the McDonough-Thoits Company of Hot Springs. The company is capitalized at \$20,000, and will do a general manufacturing and stave business. The incorporators are William McDonough, A. T. Thoits and Tom Thoits.

It has been announced that the Bentonville Cooperage Company has purchased the Keller Wagon Factory property at Joplin, Mo., including nine acres of land. The purchase price was \$10,000. The cooperage company proposes to move a part of its factory from Bentonville, Ark., to Joplin, Mo., about April 1, 1914. It proposes to continue the manufacture of slack barrels at Bentonville, but the tight barrels will be manufactured at Joplin, where enlarged facilities and additional machinery will be installed.

The final step in a case of long standing was taken on November 23, at Fort Smith, when the United States District Judge Frank A. Youmans, granted the application of W. W. Keys of Eureka Springs to sell the Fayetteville Wagon Wood and Lumber Company of Fayetteville, Ark., for which Mr. Keys is trustee. This company went into the hands of a receiver several years ago. It was capitalized at \$40,000. At the making of this order the attorneys for the New Hawley Company of Omaba, Neb, holders of \$40,000 worth of the company's bonds, opposed its being made, but were overruled by the court. The Hawley Company recently lost a suit in which they sought to have these bonds declared preferred claims against the bankrupt estate.

Articles of incorporation of the Washington Handle Company of New-

### Saline River Hardwood Co.

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

¶ We offer to the trade a remarkably SUPERIOR lumber

Our TIMBER is virgin forest growth of the highest

Our MILLS are new and produce accurately manufac-

¶ Our LUMBER is all KRAETZER-CURED-treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

I Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

 $\P$  For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

eastle, Ind., have been alled with the Secretary of State. The company will operate a branch mill at Hope, Ark.

The Arkansas Lamermen's Club held its annual meeting at the Marion

Hotel in Little Rock on December 9.

The program was prepared by President J. F. McIntyre of Pine Bluff, and Secretary W. J. Grossman of Forrest City. The Lumbermen's Club has grown at a steady rate throughout the year and now has a very creditable membership. This club originally was composed very largely of hardwood lumbermen, but the yellow pine men have during the past few months become enthusiastic over the idea and are placing their memberships with the club. At a recent meeting of the club, which was held in Pine Bluff, many of the yellow pine manufacturers sent in their appli-cations for membership. J. F. McIntyre of J. F. McIntyre and Sons, hardwood mill operators at Pine Bluff, was re-elected president of the organization.

A report from Washington, D. C., dated November 22, states that the Interstate Commerce Commission has ordered a cancellation of the proposed increase in rates on lumber from points on connecting lines of the Santa Fe Railroad in Texas, Louisiana and Arkansas to Santa Fe destinations in northern Missouri, extreme western Kansas and northern Oklahoma upon the ground that they are not justified.

#### — ≺ WISCONSIN ≻

The Kneeland McLurg Lumber Company of Phillips is having a new electric lighting system installed in its big sawmill so that sawing operations can be carried on throughout the night. This will double the capacity and provide employment for 200 additional men.

The John Schroeder Lumber Company of Milwaukee has finished its cut for the season at the big sawmill at Ashland. The cut this year has been up to the average, operations having been carried on throughout the summer. The mill is closed now on account of ice in the log pond but will be opened early in spring.

William Marik of Sturgeon Bay has purchased a large site, 400 by 100 feet, on the south end of the island mill property and formerly occupied by the Pankratz Lumber Company. The office building will be converted into a factory which is being equipped to manufacture woodenware articles and furniture. 'The site has water frontage and side track facilities. An addition is contemplated shortly.

The Ellison Lumber Company has closed its sawmill at Hawkins after a ten months' cut and will resume operations about January 1, by which time it is expected to have enough logs at the mill to start up. This concern will operate two camps this winter and is planning to put in about the same amount of timber as last season.

The Bell Lumber Company of Minneapolis, Minn., has established a resident agent at Phillips. M. J. Bell of that concern has closed a deal with the Kneeland-McLurg Lumber Company of Phillips for its cedar cut. He will buy cedar from other loggers also.

The Gagen Lumber & Cedar Company of Gagen has filed articles of incorporation with the secretary of state at Madison. The capital stock is placed at \$125,000, and the incorporators are F. H. Pichl, S. S. Miller and H. L. Reeve.

The Holt Lumber Company of Oconto is constructing a railroad near Townsend. The line runs east from that city into the company's large timber holdings and will provide connections with the market.

The hub plant of Andrew Kaul of Merrill has resumed operations after a short shut down. According to present indications the plant will have a steady run from now until next fall.

Construction work has been started on the new plant of the Eureka Cooperage Company, at Menasha. This concern has been running in the glass factory but now requires a new factory. The new plant is located near the Milwaukee road's right-of-way on Depere street.

The Tomahawk Veneer & Box Company of Tomahawk, which was recently organized by Max Meyer and others as noted in a recent issue, will soon begin operations. The planing mill of the Tomahawk Lumber Company was turned over to the new company on October 31, when it ceased operations. New machinery has been purchased and is now being installed, the planing mill building has been fully enclosed, dry kilns for veneer have been built, new side tracks laid and hot water tanks installed. W. H. McDermott, treasurer of the company, is closing additional contracts for logs for the factory.

The plant of the Phoenix Manufacturing Company of Eau Claire is busy on a large number of machinery contracts, most of which are for use in the lumbering industry. The Namekagon Lumber Company of Namekagon, Wis., will soon have its new carriage and trimmer and other machinery completed to start operations at least early in spring. A heavy single band sawmill is being manufactured for W. W. Peck of North Troy. Vt., and another will be sent to Newburn, N. C. Two log haulers and five gasoline tractors are in the course of construction. The Conradson semi-automatic lathe will soon be ready to be put on the market.

To meet the rapid increase in the demand for their product. Blum Brothers of Marshfield, will increase their facilities to manufacture cheese boxes. The improvements will consist of a second story to the present building, doubling the floor space, which will be used for putting the boxes together.

At a recent meeting of the department heads of the United Refrigerator and Ice Machine Company of Kenosha, details of plans for handling the company's rapidly increasing business were discussed. The Viking Retractator Company of Kansa City was to eath taken over by this concorn. A recent order came from a 10-20-101, in Moscow, Russia.

Harry E. Friend, president of the Philip Goerres Cooperage Company of Milwauker we taken to the limit he hospital December 5, after becoming uncourseous on the street. We Friend was walking down Grand agence when he suddenly sank to the ground unconscious, his head striking violently the cement sidewalk. Doctors at the hospital could not determine what had caused the attack, but believe it was a fainting spell. Mr. Friend seist med a single conjustion of the brain. He is forty two years of age.

H. L. Gardner, manager of the Rice Lake plant of the Marinette-Green Ray Manufacturing Company, was accidentally shot while hunting with parts at the day and the statement of the camp when a stray shot struck him, penetrating his abdomen. He was immediately taken to Ashland but efforts to save his life were without success. An elargher was forty eight years of age and is survived by his wafe and three children.

Plans are materializing for the construction of an interurban railroad in Door county with a terminal at Sturgeon Bay. The proposed line will be run to Liberty Grove and eventually to Green Bay. It is planned to construct tracks of standard type so that steam railroad cars can be switched onto the line and carried to points along the new route. The cars will be electrically driven, but the overhead trolley system will be displaced by gas motor generators individual for each train. The fact that the line will be connected with the steam roads is of interest to the lumbering industry of northeast Wisconsin.

R. F. LeMire will erect a planing taill at Federal Dam. Wis.

T. A. Brenner is planning to open up the Langill sawmill at Eagle river about the first of the year.

The director of the Forest Products Laboratory, Madison, has called for bids on the machinery and equipment now installed at the Forest Laboratory at Wausau, Wis. A motor generator set, 500 h. p. direct current motor, starters, switchboard, a No. 5 Goulds entrifugal pump and one totary suction pump are included.

### The Hardwood Market

#### =< CHICAGO ≻=

A featureless continuance of the inactivity of the past couple of weeks is about all that can be said in a description of present market conditions in Chicago. It is not likely that the local market is any more seriously affected by the laxity in business than is the market in other sections, but a fair share of pessimism is apparent. This, of course, does not mean that there is not a good deal of business done in Chicago, for there is. However, it continues to come with difficulty and as a rule those concerns making the greatest effort are the ones getting the majority of the business.

Of course quietness in the lumber market is to be expected at this time of the year, but the present condition is considered as rather below normal.

Of the various consuming lines, the box factories are probably taking the greatest quantity of lumber, comparatively speaking, but other lines are not talking very optimistically. The taking of inventory is having its full effect, which, coupled with other circumstances peculiar to the present, is effecting the undestrable result noted.

Generally speaking the low grades of all hardwoods are in the best demand, while uppers in the standard hardwoods maintain the same relative, ostilon that they have occupied for some little time.

Quartered oak shows the greatest strength with perhaps a little more casing off in plain oak, although this is not really a definite condition. It is reported that there is some little strengthening in the gum market, although this strengthening has not yet assumed the importance of raising the general level of prices.

### ——— ≺ NEW YORK >----

No changes in market conditions are noted at this writing and until the new year is ushered in few changes, if any, are looked for. The volume of trading is low but on a fairly firm basis. The price situation is satisfactory under existing conditions. The hardwood flooring market is in good shape at firm prices. The only unsteady feature is in gum which is quoted at a great range of values. There seems to be no knowledge of what stocks are available at mill points, some claiming shortage and others an overproduction. This is reflected in wholesale prices. Yard stocks here are only fair and it is not likely that orders for stocking up will be placed till after the day of reckoning on 1913 as a year for trading.

#### ====**≺** BUFFALO **>**=

The hardwood trade is quiet and stocks are being taken only as buyers need them for their immediate use. The reason given for this is the taking of inventory and that usually begins to be a factor about this time. Whatever lumber is wanted is wanted quickly and this suits the local yards, which have the stock and the supply of cars to make prompt delivery. Prices are holding pretty steady, although not as firm as they



Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty: Quarter-sawed White Oak Flooring Thicknesses: 3/8" and 13/16" Standard Widths

Your Inquiries Solicited

Quick Shipments Guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

### **Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASSWOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.

Isola, Miss.

Sales Office Cincinnati, O.

### SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

### The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

# Kraetzer-cure D

¶ Kraetzer-Cured lumber is susceptible of being thoroughly air dried or kiln dried in less than one-half the time ordinarily required for seasoning unsteamed wood.

¶ Kraetzer-Cured lumber does not caseharden, check, end-split or stain, and dries without warping or buckling.

¶ Kraetzer-Cured lumber has a uniform tone of color. Its working qualities are greatly improved, and the beauty of the flake on quarter-sawed stock is enhanced.

¶ Kraetzer-Cured lumber dries out to materially less weight than unsteamed wood, ranging from 200 to 500 pounds per thousand feet.

¶ Kraetzer-Cured lumber will neither shrink nor swell, and the grain will not raise when water stains are employed in finishing.

¶ Kraetzer-Cured lumber is not impaired in strength or quality by the process.

 $\P$  Kraetzer-Cured lumber eliminates all glue-joint troubles and "will stay where it is put."

¶ A list of manufacturers of Kraetzer-Cured lumber will be supplied on application.

Kraetzer-Cured Lumber is produced by the use of the Kraetzer Preparator, manufactured by

The Kraetzer Company
537 S. Dearborn St., CHICAGO

TRADE MARK

### Kraetzer-cure D LUMBER

were some weeks as a The furniture trade has been doing pretty well lately, considering the season, and there is a fair demand for flooring.

Plan oak is the strong as it was, nor does quartered oak show quite so much strength. Brown ash and elm are moving fairly well and the demand for various kinds of crating lumber has been quite good at most yards. There is no great amount of two-inch 1s and 2s in plain white oak here and the demand for it is good. Maple is moving well in most grades, and flooring in that wood, as well as in oak, is in seasonable demand.

#### =≺ PHILADELPHIA **>**=

The hardwood business remains without important change from a fortnight ago. As the volume of trading is made up in smail orders, which necessitates some little concession in prices, it costs more to sell goods under present conditions. Although furniture and box factories are keeping fairly busy, buying is of a hand-to-mouth order. Building work shows a little more life owing to a more liberal extension of loans by the banks and work is being rushed while the favorable weather lasts. As many houses close their fiscal year at the end of December, the stock vacancies will not be filled until after taking off the balance sheet. According to reports from the mills, no unusual quantities of hardwood are found anywhere, and the far-seeing merchant realizes that at the first advance of trading there will be a scramble for stock and that considerable more money will have to be paid than at the present quotations.

Oak has apparently eased off a little. Ash, chestnut and maple are among the best sellers. Birch is running easy and poplar is holding its

#### ----≺ PITTSBURGH ≻-

The hardwood business here is slowing down gradually like all other branches of the lumber business. It is chiefly a liquidation of stocks. Yards are reducing their stocks to the lowest possible point in order to take inventory. Manufacturers are not buying stock beyond January 1. This means that their present supplies will very soon be exhausted and it is certain that new buying will have to be started by these concerns early in 1914. Prices on hardwood are holding up fairly well. The tendency among all buyers is to go slow and to wait if possible until next year's business prospects are revealed a little more clearly.

#### =≺ BOSTON >=

There has not been any change worthy of lengthy comment in hard-wood lumber conditions in this section of the country during the past two or three weeks. While a good active business has been expected for this time of the year, it has not developed and now dealers do not anticipate any material increase in volume of orders until after the stock-taking period is over, which will not be until after the middle of January at least. The large manufacturing consumers of hardwood lumber are not willing to anticipate their wants in more than a moderate way. The great firmness with which prices have been held right along has tended to check speculative buying and now buyers are waiting to find out how general business opens up after January 1 before doing a great deal in the line of buying.

No serious difficulty has been experienced from a shortage of cars and none is expected now.

Although the general demand for bardwood lumber is only moderately active, prices are well held in most cases. There has been some plain oak offered from a few southern mills at slight concessions. The reason given for this is that the millmen wished to dispose of their holdings before the winter set in. Quartered oak has held firm under a quiet call. Sound wormy chestnut has had a fair call of late. The call for whitewood, one inch Is and 2s is quiet, but for the poorer selections there is a fair volume of business reported.

#### — ≺ BALTIMORE ≻

The year is drawing to a close with the hardwood trade only in part satisfactory. The expectations entertained during the first few months have not been realized, the tendency of late having been distinctly downward, and the situation at present being such that much uncertainty prevails as to the future. Values have sagged instead of going up or at least being maintained at the old level, while the demand is influenced adversely by a want of confidence in conditions generally. The buyers hesitate because they are not sure as to what developments the near future may bring forth, while the sellers are disposed to push business, and in not a few instances feel impelled to hold out concessions. Salesmen are on the road in great number, and the absence of anything like a scarcity of lumber prompts intending purchasers to be very deliberate about placing orders on the ground that they may be able to get further inducements. From the Memphis section comes information to the effect that red gum went off not less than \$8 per 1,000 feet in almost a single turn. Values in other directions have been better sustained, to be sure, but the entire list is not so strong as it was sixty days ago, and a feeling of doubt assails the trade. It is to be said, however, by way of an offset that in the opinion of some of the best hardwood men, the first recession will likely prove the most serious, and that a rebound is anticipated, so that when the business settles down upon what might be termed a permanent basis, the difference between the current range of values and that which obtained some time

ago will not be inordinately great. In this section oak is easier Ills elsewhers, though the decline has not assumed formidable particular or ext it now and has about gotten suck to where it stood before the rise took place in the late spring, with sound wormy still in better request than during the previous period of quiet Ash and other woods also had to be shaved, or at least the sellers concluded to do so as a means of stimulating the movement. Stocks in the hands of the consumers are large enough for running needs. Some of the yards are even carrying big assortments, and they buy only to keep up the selection. The mills continue to operate at capacity because of the close approach of the holidays, when the shut down is expected to be of longer duration than usual. Severe weather also is in prospect, and the manufacturers desire to be prepared for a protracted suspension. likewise remains to be said that the accumulations at this time are smaller than in most other years just before winter, and no real congestion prevails. Furthermore, the outlook for a good foreign business is fairly encouraging. Stocks on the other side have been reduced, and greater interest is being shown by the foreign buyers. Instances are reported of ndvances offered or obtained by shippers, and the outlook is considered in the main encouraging. Certainly the foreign situation was undergone an appreciable improvement.

#### ——≺ COLUMBUS ≻=

Despite the general let-up in business in this section, the hardwood trade is holding up well in every way. The volume of business shows a falling off, but prices have not decreased to any appreciable extent and the tone of the market is satisfactory. On the whole the trade is fair for existing conditions and an improvement after the first of the year is confidently expected.

Building operations have been very active during the fall as is shown by the report of the city building inspector. The weather has been fairly good and operations will be active until stopped by cold weather. Preparations are being made for an active building season in the spring.

Buying is being done both by factories and yardmen. Factories are the better customers at this time. Concerns engaged in making furniture, implements and vehicles are in the market for larger stocks. Retail stocks are only fair and dealers are not disposed to increase them at this time in view of the approach of the semi-annual inventory period.

The car shortage has interfered with shipments to a certain extent. Most shippers recently report an improvement in the car supply and shipments are coming forward more promptly as a result. Mill stocks are only fair and most of the hardwood mills are fairly busy.

Both plain and quartered oak are in good demand with quartered stock the stronger and prices continue firm all along the line. Dry stocks are not plentiful. There is a good demand for chestnut, especially sound wormy. Poplar is moving better and as a result accumulated stocks are being reduced. The lower grades of poplar are moving the best. Ash is selling well and the same is true of basswood. Other hardwoods are unchanged.

### — ≺ CINCINNATI ≻=

The marketing of hardwood lumber just at this time is quite a serious problem, but not so impossible as some dealers seem to think, judging from the many complaints that are heard on the street. It is true that demand is none too good and what business is obtained is going to the hustlers, the men who are on the job constantly and hunting for business. Prices hold firm in most items and will without doubt remain so. The box factories are busy and are using most all kinds of low-grade hardwoods suitable for that purpose at fair prices. Plain oak is a good seller in all grades, the lower grades probably selling the best. Sound wormy chestnut is in good request and No. 1 common and better is selling a little better than a few weeks ago. Poplar remains dull except in No. 2 and No. 3 common, which sells readily at satisfactory prices. Ash is still the leading hardwood and is in excellent demand, thick stock being much sought after. Inquiries are fair and while buying is in small quantities, numerous orders are being received from consumers and from the large wholesale yards and the monthly amounts seem to total up pretty well. Dealers here are buying an amount of stock just about equal to shipments, being content to keep stocks up to present size, but not caring to load up heavily. It is the general epinion that business is bound to be better after the first of the year.

### —< TOLEDO >----

The hardwood market is holding up well so far as price is concerned and the low trend of yellow pine does not seem to have affected the hardwood market in the slightest degree. The demand is a little quiet just at present, due partly to weather conditions and partly to the season of the year, which always is a little quiet. The general condition of the market, however, seems healthy. The factory demand has been very good thus far. Plain oak, ash and hickory are the lenders on this market. Basswood is a bit quiet just at present, the demand being light. Shipments have been a little slow from the South and this is attributed by local dealers to delays along the road, due to short motive power, rather than to a car shortage. Toledo yards are pretty well stocked up and there will be little buying before the first of the year. Conditions generally are all that could be expected at this season of the year and thus far the outlook for spring business is good.

### OAK BUYERS

¶ Increased timber supply makes us one of the largest oak producers in the country.

¶ Our white and red oak timber is of a quality that enables us to guarantee to properly meet your requirements for anything in this line. We can supply large quantities, running strongly to 14′ and 16′ lengths—a good proof of the character of the timber.

¶ We are ready to cut red or white, quartered or plain, 3/8" to 8/4", and will carry in stock a complete assortment of all thicknesses.

¶ All our lumber is made with the most perfect machinery obtainable—band saws used throughout our mills.

¶ We pride ourselves on the character of our edging, trimming and piling, which insures straight, cleanly-made lumber, uniformly dried.

¶ In these days of quick shipment you are interested in prompt delivery. Our extensive organization and facilities from the tree to your yard, place at your disposal the most perfect lumber delivery service in existence.

¶ We would like to explain further why we can please you, and if you are in the market for anything in southern hardwoods now, would appreciate your writing us today.

PAEPCKE LEICHT LUMBER COMPANY GENERAL OFFICES CHICAGO, ILLINOIS



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten hour capacity 150,000 feet.

### LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

### STOCK LIST-Dry Lumber on Hand December 1st, 1913

	3/8"	1/2"	5 8"	3/4"	4 4"	5/4"	6 4"	8/4"	10 4"	12/4"	16 4"
1st & 2nd Otd, Wh. Oak, 6" & up	46,000	45,000	31,000	78,000	*100,000	*28,000	*6,000				
1st & 2nd Qtd, Wh. Oak, 10" & up .					6,000						
1st & 2nd Qtd. Wh. Oak, 12" & up						*14,000					
No. 1 Com. Qtd. Wh. Oak, 4" up.	20,000	19,000	16,000	20,000	25,000	22,000					
					35,000						
Clr. Q. W. Oak Sap Strps., 21/2-51/2"					45,000						
1st & 2nd Pl, Wh. Oak, 6" & up	20,000	44,000	15,000	32,000	*100,000	16,000	1,000				
No. 1 Com. Pl. Wh. Oak, 4" & up	24,000	20,000	12,000	35,000	115,000	18,000	*20,000	20,000			
1st & 2nd Plain R. Oak, 6" & up	40,000	35,000	26,000	34,000	150,000	8,000	*10,000	20,000			500
No. 1 Com. Plain R. Oak, 4" & up		25,000	25,000	22,000	250,000	12,000	*12,000	3,000			
No. 3 Com, Red & Wh, Oak, 3" & up.					11,000						
Red & Wh. Oak Core Stock					300,000						
1st & 2nd Otd, Red Gum, 5" & up					10,000	5,000	6,000	15,000			
No. 1 Com. Qtd. Red Gum, 4" & up					6,000	5,000	2,000	3,000			
1st & 2nd Fig. Red Gum, 6" & up	30,000	26,000	10,000	25,000	15,000	1,000	2,000	2,000			
No. 1 Com, Fig. Red Gum, 4" & up	5,000	4,000	4,000	5,000	5,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up2	000,000	250,000	100,000	250,000	300,000	250,000	200,000	15,000	*15,000	*16,000	
No. 1 Com. Pl. Red Gum, 4" & up	85,000	50,000	65,000	75,000	350,000	40,000	20,000	15,000	*12,000	*14,000	
1st & 2nd Sap Gum, 6" & up	30,000	25,000	20,000	30,000	20,000	20,000	15,000	28,000			
1st & 2nd Sap Gum, 13-17" & up		20,000	15,000	25,000	80,000	6,000					
1st & 2nd Sap Gum, 17" & up					35,000						
1st & 2nd Sap Gum Stain, 13" & up					25,000						
Sap Gum By, Boards, 13-17"					75,000						
No. 1 Com. Sap Gum, 4" & up		35,000	30,000	40,000	60,000	45,000	16,000	12,000	14,000		
No. 2 Com, Sap Gum, 3" & up		100,000	65,000	180,000			60,000	15,000	13,000		
1st & 2nd Tupelo Gum, 6" & up					25,000						
No. 1 Com, Tupelo Gum, 4" & up					10,000						
1st & 2nd Cypress, 6" & up					19,000		50,000	12,000			
Select Cypress, 6" & up					60,000		50,000	8,000			
No. 1 Shop Cypress, 5" & up					40,000		17,000	17,000			

<sup>\*</sup>Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Say Gim in grades of No 1 Common and Better is Kraetzer-Cured, insuring the lumber to lay straight and flat and to be absolutely free from stain. Kraetzer-Cured Lumber is of a soft mild texture and uniform color.

We have facilities for kiln-drying and surfacing, task timbers, switch and cross tree, car stock, bridge and crossing plank we



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

#### → INDIANAPOLIS >=

The local bardwood marret has not it, a men quiet during to has two works. Very little local bestiess has one done hast because of the strike of teamsters and second because of the jurisdictional strike of building trades which has practically out a stop to building operations.

trades which has practically put a stop to building operations.

During the teamsters' strike hardwood lumber concerns have madelittle effort to make local deliveries, but have made out of town deliveries as usual, because the cars could be loaded at the yards or plants. Prices appear to be holding their own and it is thought that when the labor troubles are finally settled there will be a rush for business, for a short time at least.

Furniture plants are having a good run and automobile factories are showing a little more activity than they have been showing for some weeks,

#### =====< MEMPHIS >=

The hardwood market here continues in a healthy position. There is some disappointment over the fact that business is not more active, but it is pretty well maintained and there is no decided accumulation of hardwood lumber in any direction, certainly not enough to cause any forced selling. The lower grades are, as a rule, in rather more active demand than the higher. This has been a phase of the situation which has continued for some time, but there is nothing to indicate any change therein. The lower grades of cottonwood and gum are both in active request. The box manufacturers continue to do a large business and their needs are therefore quite full, with only moderate offerings. Sap gum in the upper grades, too is a ready seller. Red gum is showing a rather better tone, but there has been very little change otherwise as a result of the recent launching of the Gum Lumber Manufacturers' Association. There is a fair call for the higher grades of cottonwood. Ash is selling readily in all grades and much of this is being delivered green. Prices are firm. There is quite a good movement reported in the lower grades of plain and quartered oak, while the upper grades are in but moderate request at the moment Cypress sells without difficulty in shops, while there is a fair business in Appless selfs without difficulty in stops, white the state of a selects. The upper grades, however, are moving rather slowly and prices are none too steady at this writing. There is a good export business in southern hardwoods and, while some of the manufacturers in Mississippi and Arkansas are having difficulty in making deliveries on account of car shortage, the local contingent is having little or no trouble along this

### ──≺ NASHVILLE ≻

The hardwood lumber trade has been quiet in the Nashville market the past week. The business for November will probably fall short of the same month last year, though dealers expect to wind up the year with a better showing than for 1912. Prices rule about steady, and dealers take an optimistic view of the future outlook. Oaks are in demand and some sales are being made of other hardwoods.

### ───≺ LOUISVILLE >

"Seasonably quiet" is the general report as to conditions in the local hardwood market. A normal amount of business is being done for this season of the year, and in view of the excellent prospects for 1914 no complaints of consequence are being heard. The probability of the currency legislation being gotten out of the way shortly is a cheering indication, while other general factors seem to be more favorable than heretofore. There is no oversupply of lumber either at the mills or in the hands of consumers, and consequently, the market, regarded from a technical standpoint, is in a strong position. Prices are being well maintained, a few concessions on plain oak being about the only changes reported. Generally speaking, lumbermen are getting as much for their stock as heretofore, regarding the present lull as temporary, and, as stated, purely a normal development which recurs every year at this season. Quartered oak is probably the most active power. Sound wormy chestnut is in good demand. Some sales of thick poplar have been made lately. Cottonwood is quiet. Red gum is showing improvement.

### ——≺ ST. LOUIS >——

There is only a seasonable demand for hardwood lumber, but while the orders have been small and for prompt delivery, they aggregate quite an amount. According to reports from the producing territory, while fine open weather has stimulated logging operations, because of the heavy movement of cotton, log shipments to mills have been restricted and some of the mills have been compelled to restrict their operations. Taken as a whole, the manufacture has been pretty steady and stocks of lumber have been added to right along. Quartered oak continues to be the item best in demand with ash and lower grades of cottonwood and gum following. Plain oak is also a pretty good seller, but it is not quite so active as it was, except when prices are made satisfactory to the buyer. Frices are more steady, on the whole, than they were. Cypress is in fair demand, but like other items, the buying is in small lots and for immediate delivery. Prices remain about the same as they were and are low enough to induce buyers. Considerable buying is looked for shortly.

# Mahogany and Circassian Lumber & Veneers

- ¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.
- ¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.
- ¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.
- ¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

### C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

### WANTED

All Kinds of High-Grade

### **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia. NEW YORK

### Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield, Ohlo.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company,
Van Wert, Ohio

### \$126,000.00

In Savings DIVIDENDS Returned

This Year to Policy Carriers of

### The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

### U. S. Epperson & Company

Attorney and Manager 1101 R. A. LONG BLDG.

KANSAS CITY

#### $= \langle ARKANSAS \rangle =$

The manufacturers are fairly well pleased with the present conditions of the general hardwood market. The beautiful weather during the past several weeks has been very favorable to the timber men in the woods, Good weather has not only been favorable to the lumbermen, but also to the farmers, and they have taken advantage of it for picking their cotton and gathering their rice and other grain crops. The moving of these staple products is placing more money in circulation, and the general conditions have a tendency to strengthen the lumber market. There are some complaints on account of the shortage of cars, but the condition is not nearly so unfavorable as has been experienced at this season in former The present conditions indicate that a heavy spring trade will be had, and every one is expecting a firm market from now on, with gradual

### =≺ MILWAUKEE ≻=====

The continued activity in the building field all over Wisconsin has resulted in the hardwood business holding up much better than is usually the case at this season of the year. Stocks are light in the hands of retailers and the factory consuming trade, so that the continued demand from the building source naturally results in the placing of fairly good orders. Buyers are inclined to take only enough to meet their present wants, but these orders, necessarily placed, are resulting in a total business which is highly satisfactory.

Building operations during the month of November amounted to \$1,711,300, as compared with a total building investment of \$1,643,605 during the corresponding month a year ago. Up to December 1 the total building investment amounted to \$12,975,096, while during the corresponding period in 1912 the investment reached the total of \$14,646.592. During 1912, however, permits were issued for one structure to cost \$2,200,000 and another to cost \$1,600,000. Nearly \$2,000,000 of this gain has been made up and if the present favorable weather continues this year's record will not be far behind that of 1912.

Wholesale lumbermen are confident that increased activity in trade may be expected soon after the opening of the new year. Retailers will then be ready to place larger orders, in anticipation of the spring business, while the factory interests will then have completed their annual inventories and be in a position to order more freely. There is no denying the fact that stocks are light in most bands and that a shortage will be experienced in most lines before the spring trade can be satisfied.

The supply of northern hardwoods seems to be especially restricted and it is in this line that the shortage of dry stocks will surely be experienced next spring. The supply of birch and maple seems to have been concentrated in strong hands and predictions are being made that higher prices in this line may be experienced later. Basswood is not so strong, although most other lines are holding their own. The supply of southern hardwoods seems to be larger with receipts increasing. Plain oak is in leading demand. Prices are about holding their own, although buyers are finding conditions a little more favorable for them than has been the case in several months.

Nothing in the nature of a car shortage has been experienced in Wisconsin this year, due to the efforts of the state railroad commission and to the watchfulness of the average shipper in aiding in the prompt handling of cars. Wholesalers have been endeavoring to impress upon dealers the fact that now is the time to place their orders for stock while there is a plentiful supply of cars and before the railroads have their lines congested and their schedules displaced by possible storms.

### *=*≺ *LIVERPOOL* >---

Trade in Liverpool has been rather slack during the past month. largely owing to the continued depression. Some of this has been caused by the suspension of one of the largest firms of timber brokers. effect on the timber market, however, has not been extensive as there is little stock coming to the market as a result. Nevertheless the effect has been unsettling, and a very rosy view of the market cannot be held out. Even such stock as prime ash, which as a rule sells so well, is moving at lower figures. In fact buyers are rather uneasy at the heavy stocks of ash held, and exporters are advised that on no account should any shipments be made to this port without definite orders. Several carloads, which shippers have foolishly sent on consignments, have recently been greatly sacrificed.

The hickory market on the other hand is better, and some recent shipments have sold well. Good prices have been obtained also for some stocks left over from last season, which were yarded because the price offered was not equal to shippers' ideas.

The mahogany market is noticeably weak. Prices showed a considerable depreciation at the last sales and there was a marked opinion in favor of lower prices. Birch is a good spot owing to the shortage of stock, though the present supply of dry wood is the cause of many complaints. Without question the quality is not equal to the standard of a Maple is rather scarce but oak is very much overstocked. few years ago. One Liverpool firm reports that it has never seen oak in all grades in such a weak state. There are more wagon oak planks in stock today than has been the case for many years, and shippers should especially beware of consignment shipments.

### Advertisers' Directory

NORTHERN HARDWOODS.		Leming, M. E., Lumber Com-		Paepcke Leicht Lumber Co	55 9	Kerry & Hanson Flooring Co	
American Lumber & Mfg. Co	12	Licking River Lumber Company	51	Parry, Chas. K., & Co Ransom, J. B., & Co	9	Mitchell Bros. Company Ransom, John B., & Co	
Buffalo Hardwood Lumber Co	71	Miller Lumber Company		Riemeier Lumber Company	46	Saline River Hardwood Co	
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White Lake Lumber Company Wiggin, H. D	51 12	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co	46 9	Jarrell, B. C., & Co Kentucky Veneer Works	69 45	Simonds Mfg. Company  LUMBER INSURANCE.	
White Lake Lumber Company Wiggin, H. D Williams, Ichabod T., & Sons	51 12 14	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company	46 9	Jarrell, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company	69 45 6	LUMBER INSURANCE. Central Manufacturers' Mut. Ins.	
White Lake Lumber Company Wiggin, H. D Williams, Ichabod T., & Sons Willson Bros. Lumber Company.	51 12 14 12	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company	46 9	Jarrell, B. C., & Co	69 45 6	LUMBER INSURANCE.  Central Manufacturers' Mut. Ins.  Company	58 58
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### CLASSIFIED **ADVERTISEMENTS**

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

#### **EMPLOYES WANTED**

#### SUPERINTENDENT VENEER

and panel plant. Will soon require services high-class, experienced superintendent for oldestablished house of foremost reputation. Address, with detailed information concerning experience, age, reputation, etc.,
"BOX 121," care HARDWOOD RECORD.

#### THOROUGHLY EXPERIENCED

pine crating and hardwood salesman for Chicago and vicinity wanted. Good opportunity for a

Address "BOX 120," care HARDWOOD RECORD

#### WANTED-AN EXPERIENCED

Sawmill foreman to handle a single band and resaw mill located in Wisconsin. Must be experienced in millwright work, and capable of handling men. References wanted as to character and ability. Address
"BOX 111," care HARDWOOD RECORD

#### EMPLOYMENT WANTED

#### MAN OF WIDE EXPERIENCE

in the manufacture and sale of lumber and veneers, thorough executive, cost and efficiency expert, with best possible references, is open for position. Address "BOX ONE," care Hardwood Record.

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### LOGS WANTED

#### WANTED-ASH LOGS

21" and over in diameter, 16' long. Must be straight grained, sound and free from knots. J. RAYNER, Ft. Houston St., E. R., New York City.

WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Obio.

#### WAGON STOCK WANTED

#### I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,

Buffalo, N. Y.

### TIMBER ESTIMATING

#### TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class preperties for sale. Can furnish best references.

> THOS. J. McDONALD. East Tenn. Natl. Bank Bldg., Knoxville, Tean.

#### LUMBER FOR SALE

#### FOR SALE

and ready for immediate shipment, twenty cars 8/4 and 4/4 log run white maple, excellent quality. ALLEN & STODDARD, Groton, N. Y.

#### BUYERS OF MARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

### BASSWOOD BOX LUMBER

We have 500 M ft. of good No. 3 Michigan basswood for sale; largely 4/4 thick. Will make good box lumber. We can ship dressed or resawed any thickness. GOODWILLIE BROS., 651 Otis Bldg., Chicago.

#### FOR SALE-BONE DRY

3 cars 4/4 quartered white oak seat stock. 1x4x1012", 1x414x16", 1x414x19". Also

1 car green mixed oak squares, 2x2x18" & 19". E. W. PRATT, JR., Hopkinsville, Ky.

For Sale-8,000 pieces oak, 1,850 pieces yellow pine 3x3 %x4'5", 1st & 2nd, and clear dry stock. JACOB HAISH COMPANY, DeKalb. III.

#### FOR SALE

One hundred and twenty-five million of hardwood.

"MICHIGAN," care HARDWOOD RECORD,

#### **DIMENSION STOCK WANTED**

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1"x1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,

New Philadelphia, Ohio.

#### WANTED-HARD MAPLE SQUARES

50", 56", 62" and 66" long, cut 234 by 234 and 3x3. Must be straight grained, free from knots and other defects. Delivery this winter. THE J. H. STILL MIG. CO., LTD.,

St. Thomas, Ontario.

#### WANTED TO BUY

Red Gum Squares 2"x2"x27"—34", 36" & 44" long. Quote cash prices f. o. b. mill. DUHLMEIER BROTHERS, Cincinnati, O.

#### WANTED-DRY HICKORY

pieces 1"x1"x48" long, cut from second or medium growth hickory, absolutely free from knots. gnarls and bark, and must be straight-grained the entire length. Address
"BOX 124," care HARDWOOD RECORD.

#### WANTED

DIMENSION OAK Plain and Quartered

Various sizes for chair and table factories. Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street, New York

#### LUMBER WANTED

#### WANTS RED AND WHITE OAK

A Canadian manufacturing company is in the market for a quantity of plain red and white and quarter-cut white oak, 3/4 to 8/4, and will contract for entire cut in these woods in No. 2 common and better grades from either small or large mills. Send particulars of quantity and where located, and best price f. o. b. cars at shipping point. Address

"BOX 109," care HARDWOOD RECORD.

#### WANTED TO BUY

2 cars 4/4" Log Run Butternut. DUHLMEIER BROTHERS, Cincinnati, O.

#### LUMBER WANTED.

Quote delivered Philadelphia, Pa., on 2 cars 8/4 sound wormy & 2 Com. Chestnut. 1 car 4/4 sound wormy & 2 Com. Chestnut.

1 car 6/4 No. 2 Common Poplar.

3 cars 4/4 Box White Pine

Shippers to invoice direct. Name prices on any stock you desire to move.

CHARLES C. CROSS, Philadelphia, Pa.

#### BUSINESS OPPORTUNITIES

#### FOR SALE.

Well-equipped small band mill. Good box proposition. In good fruit country. Sycamore cheap. Terms. Address

"BAND MILL," care HARDWOOD RECORD,

### CHICAGO

### E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER RIDG HAR 1187

### GRAY'S HARBOR SPRUCE SOFT YELLOW FIR WESTERN SOFT PINE ECT MILL REPRESENTATION B. Nettleton



### MAKE BOX SHOOKS

### LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery. The Peter Gerlach Co., Cleveland, O.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

#### BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet-

"Selling Lumber By Mail"

It will prove a revelation to you.

#### HARDWOOD RECORD

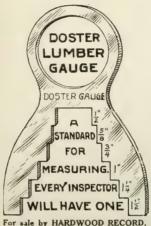
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537 So. Dearborn St., **CHICAGO** 

#### MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD REC-If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you



537 S. Dearborn St., Chicago, Ill. 50 CENTS EACH.

#### WANTED-HARDWOOD LUMBERMEN-

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on water proof paper with carbon backs makes tailles upalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible HARDWOOD RECORD. concerns.

537 So. Dearborn St., Chicago.

### **GIBSON** TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets-41x87 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired,

Special, patented, tripheate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



#### PRICE LIST

Aluminum Tally Covers, each

Aluminum Tally Covers, per dozen

Patented triplicate Tally Tickets (stock form) Single sheet manila (stock form) Tally Tickets,

Specimen forms of Tally Tickets mailed on applica-on. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record 537 S. Dearborn St., **CHICAGO** 

### American Forest Trees

By Henry H. Gibson

Edited by Hu Maxwell

"AMERICAN FOREST TREES" is a comprehensive work of more than seven hundred pages, illustrated by more than one hundred full page pictures of forest types of tree growth, and hundreds of minor pictures.

It answers every question worth asking about the infinite variety of forest growth in this country, and the utilization of these woods in lumber and other forms. The opinion of an

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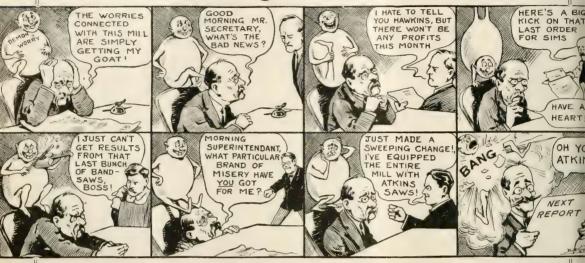
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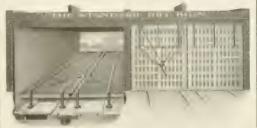
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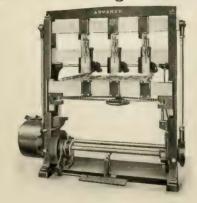
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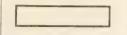
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In Wide Stock. Specialty

Company

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

### Little River Lumber Company

TOWNSEND, TENN.

W E are now cutting Hardwoods and Hemlock out of big smooth clean prime logs and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We have now a couple of cars of 6 4 x 10" and wider good tough No. 1 Common & Better Smoky Mountain Ash, mostly better than No. 1 Common and runs up to 24" wide and is ready for prompt shipment. Also Clear Hemlock in all widths and Hemlock in all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

### Christmas Suggestion

What could be more acceptable as a Christmas gift to your friend in the lumber or veneer business, or in any line connected with forest products, than a copy of "AMERICAN FOREST TREES"? This beautifully illustrated and bound volume contains, as you know, every bit of practical information worth knowing regarding American forest trees. In addition it is absolutely above criticism in the matter of technical correctness; in short, an absolutely authoritative publication written in the practical man's language.

In order to insure the volume being delivered on time, write immediately to HARD-WOOD RECORD, 537 South Dearborn Street, Chicago, Ill., enclosing remittance. Price \$6.00, prepaid.

# YELLOW POPLAR POPLAR QUARTERED OAK PLAIN OAK CHESTNUT PASSWOOD

MANUFACTURERS OF BAND SAWED

BASSWOOD

Oak Flooring

SPECIALTY QUARTER SAWED WHITE OAK

LUMBER CO

# FINDUR RECURI

Nineteenth Year, Semi-Monthly.

CHICAGO, DECEMBER 25, 1913

Subscription \$2. Single Copies, 10 Cents.



### Gentlemen:

We sell Lumber, especially Hardwoods.

We manufacture almost all we sell—we are first hands.

Our delivery points are scattered and prompt shipments our aim. Get in touch. We'll do you good.

J. Gibson McIlvain & Co. 1420 Chestnut Street, Philadelphia

### For Quick Shipment

5 cars 4/4" 1s & 2s Q. W. O.
3 cars 4/4" No. 1 Com. Q. W. O.
3 cars 4/4" Clear Q. W. O. Strips, 4 to 5½".
1 car 4/4" Clear Q. W. O. Strips, 2½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 2".
½ car 4/4" Is & 2s Plain W. O.
3 cars 4/4" No. 1 Com. Plain W. O.
4 cars 4/4" Com. & Bet. Q. R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
7 cars 4/4" No. 1 Com. Plain R. O.
2 cars 4/4" No. 1 Com. Plain R. O.
2 cars 5/4" 1s & 2s Plain R. O.
1 car 5/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 2 Com. Plain R. O.
5 cars 4/4" No. 2 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain Red Gum.
3 cars 4/4" No. 1 Com. Plain Red Gum.
1 car 4/4" No. 1 Com. Plain Red Gum.
2 cars 5/4" 1s & 2s Plain Red Gum.
3 cars 4/4" No. 1 Com. Qtd. Red Gum.
1 car 4/4" No. 1 Com. Qtd. Red Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Scottonwood, 13" and up.
8 cars 4/4" Cottonwood Box Boards, 9 to 12".
2 cars 4/4" Cottonwood Box Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Com. Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Com. Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Com. Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Com. Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Com. Boards, 9 to 10".

Immediate Attention to All Inquiries

Memphis Band Mill Company Memphis, Tenn.



### Cartier = Holland Lumber Company



### Mr. Consumer:-

High cost of living is the main question with you today. Our prices will relieve this situation to some extent. May we quote you on the following High Grade Stock?

60,000' 4/4 End Dried Winter Cut White Maple 3,000' 5/4 End Dried Winter Cut White Maple

3,000' 6/4 End Dried Winter Cut White Maple

5,000' 8/4 End Dried Winter Cut White Maple 30,000' 4/4 Firsts and Seconds Unselected Maple

46,000' 8/4 Selected No. 1 Common and Better Maple

175,000' 4/4 Pine Crating (Wide Run)

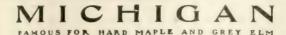
150,000' 4/4 No. 2 and 3 Common Basswood

WE CAN SURFACE AS DESIRED



Ludington Michigan





### BASSWOOD

We Offer for Prompt Shipment

1 x 4 Clear Strips	VI
1 x 6 1's and 2's	VI
1 x 7 and 8" 1's and 2's 24 M	νĪ
1 x 3 No. 1 Common 35 N	νſ
1 x 4 No. 1 Common 50 N	VI
1 x 5 No. 1 Common 50 N	νI
1 x 6 No. 1 Common 90 N	√I

Dec. 15, 1913

### COBBS & MITCHELL. Inc.

Sales Department

CADILLAC

MICH.

### Mitchell Brothers Co.

Dry Stock List

### MICHIGAN HARDWOODS

Cadillac, Mich.

Dec. 15, 1913

1 x 7	& S Basswood, 1s & 2s 34 M
1x4	Basswood, Clear 13 M
1x4	Basswood, No. 1 Common 19 M
1x6	Basswood, No. 1 Common 17 M
4/4	Birch, 1s & 2s, Red 16 M
4/4	Birch, No. 3 Common 47 M
4/4	Cadillac Gray Elm 1s & 2s100 M
4/4	Cadillac Gray Elm, No. 1 Common100 M
4/4	Cadillac Gray Elm, No. 2 Common 88 M
4/4	Rock Elm, No. 2 Common & Better 7 M
4/4	Soft Maple, No. 3 Com 9 M
4/4	White Maple, end dried (clear) 10 M
4/4	Birdseve Maple 1s & 2s, end dried 1 1/2 M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

### W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

### Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY,

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MICHIGAN

### Kneeland-Bigelow Company

### Hardwood Manufacturers

100,000 ft. 5/4 No. 2 Common & Better Beech 150,000 ft. 6/4 No. 2 Common & Better Beech

20,000 ft. 6.4 1sts & 2nds Basswood 50,000 ft. 5.4 1sts & 2nds Basswood

100,000 ft. 5/4 No. 1 Common Basswood

12,000 ft. 10/4 No. 1 Common & Better Basswood 60,000 ft. 4/4 No. 3 Common Maple 50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

CITY.

# LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

### Not a Christmas Gift—But Mighty Good Value for the Money

The stocks listed below consist of lumber that Louisville concerns desire to move at this time, and are exceptional values. Buyers will find the lumber well up to the average as to width and length, and well manufactured in every respect. Write to the individual companies for details and prices.

#### W. P. BROWN & SONS LUMBER CO.

	6 4 1s and 2s plain White Oak
100,000 feet	: 5 4 1s and 2s plain White Oak
	4 4 1s and 2s plain White Oak
	2" common Hickory
75,000 feet	t 6/4 No. 1 common Poplar
75,000 feet	: 8/4 No. 1 common Poplar
100,000 feet	t 4/4 1s and 2s Chestnut
150,000 feet	t 4/4 No. 1 common Chestnut

#### BOOKER-CECIL COMPANY

25,000	feet 4/4	10" and up 1s and 2s plain Red Oa
		No. 1 common plain Red Oak
25,000	feet 4/4	1s and 2s Quartered White Oak
150,000	feet 4/4	No. 1 common Poplar - all widt
	arated	
		No. 1 common Poplar
40,000	feet 4/4	clear sap Poplar, 7" and up

#### STEMMELEN LUMBER COMPANY 40,000 feet 4/4 No. 2 common plain white Oak

5,000 feet	4/4 14	0. 1	common	and better	Sound
wormy C	)ak				
50,000 feet		0.4	common	Quartered	White Oak
30,000 feet					
35,000 feet	4/4 N	0. 2	common	Ouartered	White Oak

#### ANDERSON VENEER & SAWMILL CO.

20,000 feet 5/8 common and better Quartere	a white
Oak Veneer Stayboards	
20,000 feet 1/2" common and better Quartered	1 White
Oak Veneer Stayboards	
18,000 feet 4/4 1s and 2s Quartered White C	)ak
60,000 feet 4/4 No. 1 common Quartered Wh	

20,000 feet 4/4 clear quartered White Oak Strips 27,000 feet 5/4 No. 1 common Quartered White Oak 800,000 feet 1/20" sawed Quartered White Oak Veneers 3/16", 1/4" and 1/3" 3-ply gum built-up panels for drawer-bottoms, case and glass-backs, any quantity We can furnish lumbar kiln dried through

drawer-bottoms, case and glass-backs, any quant We can furnish lumber kiln-dried through a Grand Rapids moist-air drier

#### EDWARD L. DAVIS LUMBER CO.

	- TI TI TI	
100,000	feet 4/4	1s and 2s plain Red Oak
		No. 1 common Plain Red Oak
100,000	feet 4/4	is and 2s quartered White Oak
		No. 1 common Ash
		No. 2 common Ash
20.000	feet 6/4	No 2 common Ash

#### NORTH VERNON LUMBER COMPANY

24,000 feet 8/4"	1s and 2s Ash
	1s and 2s Poplar, 7 to 17"
35,000 feet 5/8"	1s and 2s Poplar, 18" and up
70,000 feet 5/8"	No. 1 common Poplar
90,000 feet 5/8"	No. 1 common plain White Oak
90,000 feet 5/8"	No. 1 common plain Red Oak
40,000 feet 5/8"	No. 1 common quartered White
Oak, 10" and	
55,000 feet 4/4"	Cottonwood Box Boards

#### KENTUCKY-INDIANA HARDWOOD CO.

175,000 feet	4/4	No. 1 and No. 2 common plain Red
Oak		
12,000 feet	6/4	common and better plain Red Oak
20,000 feet	8/4	1s and 2s plain Red Oak
20,000 feet	8/4	No. 1 common plain Red Oak
35,000 feet	4/4	1s and 2s plain White Oak
20,000 feet	4/4	sap and better Poplar
35,000 feet	6/4	and 8/4 log run Hickory

#### NORMAN LUMBER CO.

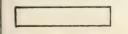
		(Mill	ls at Holly Ridge, La.)
			1s and 2s Sap Gum
			No. 1 common Sap Gum
			1s and 2s Red Gum
			No. 1 common plain Red Oak
100,000	feet	4/4	No. 1 common Poplar
50.000	feet	4/4	1s and 2s Ponlar

#### VENEERS WITH "THE FIGURE"

QUARTERED OAK—SAWED AND SLICED
MAHOGANY CIRCASSIAN WALNUT
FIGURED GUM QUARTERED SYCAMORE

THE LOUISVILLE VENEER MILLS





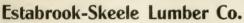
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SEND FOR STOCK LIST

MAHOCANY LUMBER

DARROLL AVE. AND SHELDON ST. CHICAGO



MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm. Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building, 'PHONE HARRISON 1984

CHICAGO



OUR DOUBLE BAND MILL-HUTTIG, ARK

### Why We Can Give "Value Received'

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment,

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company CHICAGO Harvester Bldg.

CHOICE BIRCH AND MAPLE—10.500 ACRES

I offer the above tract of best quality and



### A floor to adore

For thirty-three years Wilce's Hardwood Floor-For thirty-three years Wilee's Hardwood Floor-ing has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept and the advanced de-tail the stands of the stands of the advanced de-defined the stands of the stands of the above statements, try our polished surface floor-ing, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices and is tree

### The T. Wilce Company

22nd and Throop Ste. CHICAGO, ILL.

splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

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### RED BOOK Published Semi-annually in February and August

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The book indicates their financial standing and manner of meet-Covers the United States, Alberta, Maniing obligations. toba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to us. Write for terms,

Lumbermen's Credit Assn., ESTABLISHED

Se. Dearborn St. CHICAGO

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Famous for Finest Type of Poplar, Oak and Chestnut

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### QUARTERED WHITE OAK

**OUR SPECIALTY** 

MANUFACTURERS OF

### QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:

Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr. We Want Orders for the following Dry Stock:

WHITE OAK-Plain or Quartered.

RED OAK-Plain or Quartered. CHESTNUT

POPLAR

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

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### Maphet & Shea Lumber Co.

### Manufacturers Wholesalers and

OFFICE: 703-705 HENSON BUILDING

Yard: Middlebrook Pike and Lonsdale Car Line

### KNOXVILLE, CENN.

WE WANT TO MOVE

3 cars 4/4 No. 1 Common Poplar, 7" & up 2 cars 4/4 Clear Sap Poplar, 7" & up 1 car 4/4 Select Poplar, 7" & up 1 car 4/4 1 & 2 Red Oak, 10" & up 1 car 4/4 1 & 2 Chestnut

1 car 4/4 No. 1 Common Chestnut

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YEL-LOW PINE, HEMLOCK BARK, ETC.

BAND AND CIRCULAR MILLS-EAST TENN. MOUNTAIN VIRGIN HARDWOOD STUMPAGE

### "THE VERY BEST"

ASH, CHESTNUT, RED OAK, WHITE OAK, PINE, POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

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Manufacturers and Shippers of

Appalachian Hardwoods OAK OUR SPECIALTY

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Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

BENNETT & WITTE
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If your stock is not soft in texture, even colored and well manufactured, you can get stock that is

### The Mobray & Robinson Company CINCINNATI, OHIO

Manufacturers of Plain and Quartered Oak and Poplar

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12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times. Shipments made direct from our own yards and mills in straight or mixed cars.

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### A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD.

CHICAGO, ILL:

### GOOD **GRADES** DINGTON @ HARDWOOD SPECIALISTS

Look over this full assortment of dry stock for prompt shipment.

When you order be sure to specify

### LOWER PENINSULA SOFT GRAY ELM

The wood that made Michigan famous.



Thick Elm, Showing Method of Piling

### Dry Soft Gray Elm

40M 4/4 FAS. 55M 6/4 FAS.

35M 8/4 FAS.

40M 12/4 FAS. 35M 4/4 No. 1 Com.

45M 6/4 No. 1 Com. 25M 8/4 No. 1 Com.

40M 12/4 No. 1 Com. 25M 10/4 No. 1 Com.

& Btr. 17M 16/4 No. 1 Com. & Btr.

The & TEARNS SALT & LUMBER CO. LUDINGTON. MICH.

### **Band Sawn Hardwoods**

WE PRODUCE OUR OWN STOCKS

#### Our Specialties:

Cottonwood-Red and Sap Gum Plain and Quartered Gum Panels

0ak Three Plv Red

#### A Few Items We Want To Move

7 cars 4/4" 1st & 2nds Red Gum.

15 cars 4/4" No. 1 Common Red Gum.

5 cars 6/4" 1sts & 2nds Sap Gum.

5 cars 4/4" Select Yellow Cypress.

7 cars 4/4" No. 1 Shop Yellow Cypress.

8 cars 4/4" x 13" to 17" 1sts & 2nds Cottonwood.

5 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.

9 cars 4/4" x 13" to 17" Cottonwood Box Boards.

4 cars 4/4" x 18" to 21" No. 1 & Panel Cottonwood.

1 car 3/8" No. 1 Common Otd. White Oak.

2 cars 1/2" No. 1 Common Otd. White Oak.

10 cars 6/4" Log Run Soft Maple.

7 cars 4/4" 1sts & 2nds Plain Red Oak.

9 cars 4/4" No. 1 Common Plain Red Oak.

#### WRITE US FOR PRICES

### ANDERSON-TULLY COMPANY, Memphis, Tenn.

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#### TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

### If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record

Chicago

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#### Write us for description and prices on the following stock:

4 4", 6/4" & 8/4" Sap Poplar 5 8", 4/4", 5/4", 6/4" and 8/4" No. 1

Common Poplar 4 4", 6 4" and 8 4" No. 2 Common Poplar

4 4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

### FARRIS HARDWOOD LUMBER CO.

Manufacturers of Hardwood Lumber

Nashville, Tenn.

### Carolina Spruce Company

OFFERS FOR SALE

Two cars 8 4 common and better Basswood One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut Three cars 8/4 common and better Chestnut Three cars 8/4 common and better Red Oak Four cars 4/4 common and better Red Oak Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Capacity, 90,000 ft, per day Charles K. Parry & Co. Sole Selling Agents Philadelphia

We will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar

4/4 and 8/4 Sap Poplar. 14", 14" and 24" No. 1 Common Poplar.

4/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 23" and 24" and up. 4/4 x 18 to 17" Poplar Box Boards.

4/4 1s & 2s Basswood or Linn-very fine.

8/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oak.

4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak.

6/4 1s & 2s Qtd. R. Oak. 4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak. 6/4 and 10/4 1s & 2s Hickory.

4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.

4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory

4/4 1s & 2s Chestnut, also 5, 6 and 8/4. 4/4 No. 1 Common Chustnut.

# John B. Ransom & Co.

MANUFACTURERS OF

#### Hardwood Lumber

Nashville, Tenn.

### GARETSON-GREASON LUMBER CO.

1002-1005 Times Bldg.

ST. LOUIS

MANUFACTURERS

Four Mills

# Salt Lick Lumber Co.

MANUFACTURERS OF

Complete stock of 3/8" and 13/16" in all standard widths

# Hardwood Record's

strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

Hard Maple 100,000 ft. 4/4 No. 2 Com.

Tupelo Gum or Bay Pop'ar 100,000 ft. 2/4 Log Run; will grade to suit purchaser.

Ash 30,000 ft. 4/4 No. 1 Com.

WE HAVE IT

W. W. DEMPSEY

Manufacturer and Wholesaler of

cypress
1 carload 4/4
1s & 2s, Clear.
2 carloads 4/4
Selects.
4 carloads 4/4
6", 8" and 10"
No. 2 Com. Birch 50,000 ft. 4/4 No. 2 Com.

HARDWOODS

BAND SAWED STOCK A LINE BRINGS PRICE BY RETURN MAIL

General Offices Johnstown, Pa.

New York Office No. 18 Broadway

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NEW YORK

PHILADELPHIA

### WM. V

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& SONS

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

# HARDWOODS

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

# Willson Bros. Lumber Co.

MANUFACTURERS

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Oliver Building

PITTSBURG, PA.

### W. R. TAYLOR LUMBER CO.

Wholesalers and Manufacturers
CYPRESS, WHITE PINE, HARDWOODS AND HEMLOCK

1829 Land Title Building, PHILADELPHIA, PA.

Oak Bridge Plank cut to order

WRITE FOR PRICES-

J. S. KENT COMPANY PHILADELPHIA

# West Virginia Hardwoods white ash, white oak, poplar, chestnut, etc.

WHITE ASH, WHITE OAK, POPLAR, CRESINUI, Etc.

If in the market let us have your inquirles and we will quote you attractive prices, and guarantee to ship correct high grade

AMERICAN LUMBER & MFG. COMPANY, Pittsburgh, Pa.

WISTAR, UNDERHILL & NIXON REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

### QUARTERED WHITE OAK

NICE FLAKY STUFF

### H. D. WIGGIN 88

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple
Mill at Stone Coal Junction, West Virginia

PALMER & PARKER CO.

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CIRCASSIAN WALNUT
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EBONY DOMESTIC HARDWOODS

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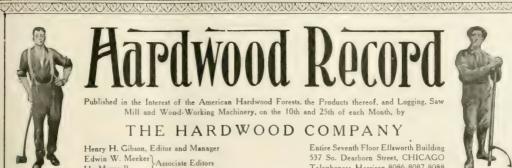
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# aphwood Reco

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### Review and Outlook



### General Market Conditions

HE GENERAL CONDITION of the lumber market could probably be summed up in the statement that the sawmill trade as a general thing, while having some little accumulation of lumber on hand, has come to the decision that as long as it has held off so far it can continue to hold its stock pending some definite and more favorable developments, while the consuming trade, on the other hand, continues its very hesitant buying policy, probably because in the first place the closing of its books is imminent and a favorable balance is desired, and on the other hand because the trade itself is not any too certain regarding the market for its products, and is also rather of the belief that something will occur to decrease the cost of the raw material.

Nothing startling has developed in the last two weeks to give substantial proof of the soundness of the policy of either faction of the hardwood trade, that is the producers and the consumers, but it is probable that both are based on a comparatively sound line of argument and that justification can be seen for either course.

There is unquestionably more lumber at mill points right now than there has been for sometime, but as stated in previous issues of HARDWOOD RECORD, the bulk of these stocks is in strong hands and no imminent necessity has been seen of disposing of them at unreasonable sacrifices. It is true that with the coming on of the holiday season the roadmen are being called in, and with this condition in effect those stocks which the millmen are particularly desirous of moving are probably being shaded a trifle in order to find a ready market, but generally speaking there is no increased tendency to continue the process of easing price levels, and there is no logical excuse for so doing.

Business in general seems to be very favorably impressed with the progress along the lines of currency reform, and more particularly with the rumor that James J. Hill will be the chairman of the National reserve board. The passage of this measure should most assuredly mean the removal of the uncertainty and agitation which has been founded upon the assertions of the banking element regarding the measure. It is most surely subject to amendment where any provisions are found to be inadequate to take care of conditions properly, and bearing this in mind and the fact that the bill has been drawn up and sponsored by some fairly brainy individuals, and hence offers a reasonable surety of being at least logical, there is absolutely no reason why the currency measure should cut any further figure in business. As pointed out before, the business man's real interest in the measure, so far as the average individual is concerned, is limited to his fear of its effect upon the banker's disposition and not upon the actual condition of currency in the country. Hence,

with the measure actually passed and the uncertainty removed, this cause should be definitely removed as a possible disturbing factor.

The only further legislation that could reasonably assume a position in the category of trouble-makers is that aiming at the large business combinations, and President Wilson's expressed ideas along these lines should mollify business very decidedly.

So far as the various factors in the consuming field are concerned. there is nowhere any very marked down-in-the-mouthness, nor is there on the other hand any undue disposition to become excited as to the possibilities of marked increase in trade after the first of the year. Conservatism continues in all lines and will unquestionably be paramount for several months ahead. It is reasonable to predict somewhat of an active call for lumber after the first of the year because of the postponing of so many orders until inventory time is over; but it is entirely likely that a great many of these orders are not what could reasonably be called "new business," but rather simply the taking up of postponed contracts for stock.

There seems to be some little additional hope in the foreign trade, both because of the more evident opening up of inquiries and also because of decreased freight rates. Offerings abroad, however, are as a general thing not accompanied with any expressed intention of shading prices in order to obtain increased business, as shippers generally are in comparatively strong position, and are not inclined to sacrifice their stock at figures below what they think it is worth.

The various standard hardwoods continue in approximately the same general position that has been felt for so long, the most evident condition being the more favorable call for the lower grades as compared to the demand for the better end of the stock. Nothing notable has occurred in connection with the markets for the woods individually as they all seem to be about holding their own, both as to actual call and market value. The demand for sound wormy chestnut continues to excite more or less interest, the call probably being the result of increasing favor with which it is viewed by panel men.

Plain oak and quartered oak still lead the list and there has been a marked strengthening in the market for ash and sound wormy chestnut. Wide poplar is in very normal request and gum is not any too well received.

It is a certainty that there has not been anywhere near the disruption in hardwood markets that the yellow pine men have suffered. Pine is still in an undesirable position.

Taking the situation on the whole, HARDWOOD RECORD feels that in wishing the trade a MERRY CHRISTMAS and a PROSPEROUS NEW YEAR it is not uttering an entirely irrelevant expression, but feels that business in general can very well look with comparative satisfaction upon existing and prospective conditions.

#### Christmas on Turkeybone Mountain

THE COVER PICTURE distrating this issue of HARDWOOD Recent is appropriate. It would be appropriate without a word of explanation, for it is teplete with suggestions, and no person who is possessed of the usual allotment of imagination would fail to give the picture a world of meaning. The air is full of Christmiss.

By common consert show is one of the essentials. The snowless country is a country where Christmas comes and goes without kindling much enthusiasm, and it leaves little for memory to dwell on or fancy to finish. No complaint on that score can be lodged against the scene so delicately outlined in the accompanying picture. Snow is shown in abundance, but not out of proportion with other phases of the scene.

It is plainly a northern hardwood region which the camera caught in such artistic drapery. Timber of merchantable size is not plentiful, but that is a matter of minor importance, because there are people who go through forests without looking for timber, and there are occasions when commercial questions are out of place, and this is one of them.

Christmas and evergreens are usually associated, but is that necessary? Take another look at the picture and see if anything seems wanting. Not a pine, hemlock, spruce, fir, or cedar is visible; yet, a more careful scrutiny will reveal an understory or fringe of green leaves. They belong to the mountain laurel or ivy. The new-fallen snow can find no lodging place on the smooth, varnished leaves of this shrubby tree; and for that reason the green foliage shows over the top of the snow, while all about and above, the slender and leafless limbs of chestnut, basswood, and birch bear their burdens of whiteness.

Some people think of a hardwood forest in winter as a cheerless, uninteresting place; but that is an opinion acquired at a distance, not from intimate association. If one knows how to observe and is capable of appreciation, there is a world of interesting things in a snowy wood. The habits of the various trees in such a situation is a theme in itself which can be studied to advantage at no other time.

Does snow bend all trees alike? Does it break the branches of all? Do all behave alike when the burden comes down from the clouds in search of a lodging place? The common opinion among the uninformed and the unobserving is that evergreens are much more liable than are deciduous trees to be broken or fixedly distorted by snow. Abstract reasoning leads to that conclusion, but facts do not. Who ever saw a spruce, hemlock, fir, pine, or cedar broken or permanently careened by snow? Who, that is acquainted with northern hardwood forests, has not observed saplings of beech, chestnut, hickory, ash, oak, elm, and basswood, bent over in long parabolic curves while the burden of snow is on, and so set in that position that they never again wholly regain their perpendicular? Snow seldom strips limbs from large evergreens, but frequently breaks those of leafless trees. The cottonwoods and soft maples are sometimes literally wrecked by snow. Small needleleaf trees are often buried for weeks (and on high western mountains for months) under piles of snow; yet, when the accumulation melts, the little trees spring back again into their original positions with an alacrity which seems to say: "Never touched me." The leafless hardwoods so buried will probably never again stand erect, but will develop permanent "sled crooks."

The cover illustration is from a photograph taken on Turkeybone Mountain, West Virginia, by the Field Museum of Natural History, of Chicago. It is one in a series of thousands of pictures of scenery in all parts of America, which that institution is collecting as a permanent record of conditions and scenes which are passing away. It is fortunate that such records are being made, because all will be changed in a few generations, and that left will give little hint of the wild and exhilarating beauties of nature before man disturbed it.

It may be remarked, since it is a Christmas occasion, that the Christmas tree was not formerly, and now is only occasionally, a feature in the rural festivities of those mountain people. The

innovation came—so far as it has yet come—from the North. To this day it has little foothold among them, outside the towns. The country children still follow the custom which their grandparents followed, and hang their stockings by the "mantelpiece." Such gifts as come mysteriously in the darkness go into the stockings to be drawn forth a few hours later amidst excitement and enthusiasm, by the early risers who swarm from their beds long before the first gleam of day appears in the East. As a medium of conveyance of eatable gifts from the donor to the recipient, the Christmas tree is doubtless more sanitary than the stocking, but the mountain children would vote unanimously for the stocking,

The change from the old to the new is not accidental or without cause. The tree was able to drive the stocking out only because other changes were taking place in the customs of the people. The ruling factor has been the stove or the furnace which has supplanted the wide fireplace, the hearth, and the chimney. Stocking-hanging was inseparably connected with the belief on the part of the children that gifts came down the chimney in a pack carried by a corpulent saint. It is apparent, even to the credulous mind of a child, that no respectable saint can squeeze down a stovepipe with a wallet on his back. Consequently, there could be no utility in hanging stockings by a stove or in front of a steam radiator, and the Christmas tree came as a substitute for stockings, because the former was not associated with any kind of chimney.

The tree is a mighty tame substitute for the stocking, as the child views it. Of course, those who never tried the stocking know no better. The tree's tinsel and tapers are a fraud, in the opinion of children who have watched the dull glow of embers blinking in the ashes during the long night before Christmas.

Revert again to the cover picture, in a serious way. It is a characteristic representation of one of the few remaining regions where stockings are still hung by the chimney on Christmas night. Many of the homes in that region still have their wide fireplaces. Wood is plentiful. Sermons on conservation of natural resources have not yet been preached there. The people burn as much wood as they please. The only difference between an armful and a cord is the labor of cutting and hauling; and the people have horses for hauling and axes for chopping it.

Why should they stop to figure out how many broom handles could be made from a maple backlog? They roll it into the generous fireplace and think nothing of the orations of conservationists. Neither do they calculate the number of spokes and ax handles a cord of hickory ''top-sticks'' and ''fore-sticks'' is good for, but pile them on; and though the blazes which go up that chimney might not please Gifford Pinchot, they ''look good'' to the family gathered round the hearth. The pinch of scarcity has not yet been felt in the woodyards of that region, and until the pinch comes, the fireplace and the chimney will roar with the flames of crackling chestnut, sputtering birch, hissing hickory, and every other wood which, by the grace of Providence, still grows abundantly on those everlasting hills.

#### The New Money Measure

I't is appearent that the business of the country must adjust! itself to a new system of banking. Time only will determine whether the new law will do all the good predicted by its friends, or half the harm prophesied by its enemies. The probability is that the sum of results will lie somewhere betwixt the two extremes. The discussion of this measure since it first came before the country in concrete form affords a fine example of how men will differ in their conclusions, though their reasonings are based on identical facts. That is neither strange nor unusual. It has always been that way and probably will continue so for a long time. A problem in pure mathematics is the only question that can be solved by educated men, and all of them arrive at exactly the same conclusion.

The money bill has been attacked by able men and it has been defended by others no less able. Experience will now take its slow course, and history will give the final decision. Let it be hoped that those who predicted disaster to the country's finances will prove to be mistaken. Now that the bill has become law, al

must join in bearing whatever burdens it may add, and all will share in its benefits. However much men may have mistrusted the measure in the past, no man who is a friend of prosperity wants the measure to prove a failure, since it has become the law of the land.

Fortunately, there is a disposition to accept the measure in good faith, and that will contribute a great deal to its ultimate success.

#### Comments on Kiln-Drying

THE ARTICLE ON PAGE 22 entitled "Scientific Lumber Drying" contains much valuable and authentic information on the structure of wood. The history of attempts at hastening the drying of lumber is also of considerable interest. The body of the argument, however, seems to HARDWOOD RECORD to have too much of what is familiarly known as a "punch." Usually the punch contains a spice of exaggeration.

As to the merits of the type of kiln which the writer of the article commends, Hardwood Record would raise no question. Judging by the thoroughness with which the writer handles his subject, he seems to be sure of his ground, but it is a fact that all of the other methods are still in use and in numerous cases are being successfully applied. No method achieves good results without competent application.

The smoking process to day is furnishing a fairly good article of shortleaf yellow pine; in fact, when reasonable care is exercised a very rich color is attained.

The bake-oven kiln, or a modification of it, is being used with reasonable success on western woods. The factor of humidity must, of necessity, enter into its operation, for the moisture extracted from the lumber must be taken up by the surrounding air.

It would seem that the temperature and humidity in a blower kiln could be controlled by the speed of the fan, and in the condensing kiln temperature and humidity can be controlled by the volume of cold water passed through the condensing pipes.

Kilns operated on the moist air principle, in which ventilation and humidity are controlled by dampers, are doing good work.

The theory of the expansion kiln seems plausible enough, but is a little too deep.

One point in the kiln-dryining of lumber that seems of a good deal of importance is not touched upon, and that is the piling of the lumber. It does seem that the loosely piled load will dry faster than the one that is closely stacked.

Isn't the capacity of a kiln determined by the amount of dry lumber it delivers rather than by the number of feet that can be crowded into it?

#### A Valuable Opportunity

A GOOD DEAL IS HEARD from time to time on the subject of the inroads which substitutes are making on the uses of wood. Lumbermen well understand that their business is menaced. The manufacturer of the fiber box probably views the problem with more concern than some of the others, because of his direct competition with the fiber container; but most manufacturers of wooden articles are aware that aggressive rivals are after the business.

Talks, lectures, and articles in newspapers and magazines are not always on the lumberman's side of the question, and if they were, he needs something more tangible than talk if he is to convince the great body of wood users that substitutes are poor economy. Object lessons are wanted. The opportunity to give these lessons is coming. It is an opportunity which never came before, nor was it ever before so greatly needed as it now is. It is the Forest Products Exposition which will open in Chicago next April and will follow in New York.

That exhibition has not been designed as a place of amusement. It may lack some of the novelty devices and scenic effects which usually draw crowds at great shows; but it has a serious purpose which ought to attract. It will be educational. It will show what no other exposition in the world has ever shown—the products of the forests prepared for the needs and pleasures of man. Many

people have been led to believe that lumber has become scarce and must soon fail to supply the country's needs, and that substitutes must be sought. That idea should be combatted. Timber is not as plentiful as it once was, but lumber is still abundant, and there is enough to supply the people, meet all their wants, and some to spare. The only condition is that waste must be lessened.

Let the exposition show how that is being done. Let it further show that the warning cry against exhaustion in the near future need alarm no one, provided available resources are wisely used. Substitutes have made much of their headway because their manufacturers have been more aggressive than the manufacturers of wood.

If the stress of circumstances crowds wood from places which it once held, it should seek other uses. The search need not be far or long. Demand exists, or may be created, for all the woods which should be cut and marketed. The general public's opinion of the products of the forest will become more favorable upon more intimate acquaintance.

#### What the Conservation Congress Accomplished

A MONG THE FOURTEEN HUNDRED DELEGATES present in Washington at the Fifth National Conservation Congress were more foresters than had ever heretofore attended any similar meeting in this country. The forestry work accomplished, as evidenced by the twelve printed reports in pamphlet form prepared under the direction of the forestry committee, is considered by forestry experts and lumbermen to be the best work that up to this time has been done for American forestry and lumbering. These results alone would justify all the effort that has been made and the presence in Washington of such a representative body of men.

The adoption by the Conservation congress of the recommendations unanimously presented by its committee on water power was a long step forward in the development of a definite governmental policy, recognizing clearly the principle of Federal control; and also recognizing clearly the necessity of offering to the investor opportunity to invest his time and money in the development of water power under conditions which safeguard both the public interest and his investment.

The committee on water power comprised ten men exceptionally qualified by knowledge of this subject in all its aspects. Under the able chairmanship of Dr. George F. Swain, president of the American Society of Civil Engineers, it worked out and presented not a mero declaration of principles, but concrete and specific recommendations which should be of great value to the government in framing the legislation that is needed to convert the present comparative inactivity in water power development into a period of active conservation by use.

The fact that a committee comprised, not only of professional experts of the highest distinction some of whom are actively associated with the water power interests, but also such men as ex-Secretary Henry L. Stimson, Gifford Pinchot and Lewis B. Stillwell, was able to agree upon a definite and constructive program and that this program received the emphatic endorsement of the Conservation congress is a demonstration of the public spirit of the committee and the ability of the congress to accomplish effective and constructive work. All true conservationists will hope that our national government will promptly enact the legislation that is so greatly needed.

#### Testing Philippine Woods

M ANUFACTURERS IN THIS COUNTRY are constantly making inquiries regarding the availability of woods of the Philippine islands for furniture, finish, handle, vehicles and other commodities, and it has developed that little is known on the subject. Many inquiries have received short answers because all information on the subject can often be embodied in a few words.

Announcement was recently made that arrangements had been completed between the head of the Philippine forest service at Manila and the director of the Forest Products Laboratory at

Madison, Wes, whereby the island woods will be tried out. Samples of such as are regarded particularly promising will be for warded and they will be converted into veneers at the laboratory. These will be put through seasoning processes to determine their behavior in the kiln and after they have been manufactured into furniture.

The Philippine islands are rich in woods, both in kinds and amounts. Some are beautiful, others extremely plain. Most are very heavy, though a few are noted for their lightness. Woods so richly figured as walnut and mahogany do not appear to be plentiful. Dark colors prevail in most of the samples received in this country. Some possess great strength and hardness.

Thus far the woods from the islands have failed to get much of a foothold in this country. One buyer seems to have waited for another to do the first buying and trying out. A notion has prevailed that the woods will give trouble in the seasoning process, though there is little real knowledge on which to found that opinion. That they will be hard to work is another opinion which may be changed upon fuller knowledge. There can be no question that exact information concerning the woods from beyond the Pacific will be appreciated in this country.

#### An Important Bill

A BILL HAS BEEN INTRODUCED in the House of Representatives at Washington by Mr. Bartlett of Georgia and in the Senate by Mr. Bacon of the same state, which may be classed as important because, if passed, its effects will be far reaching. The measure has the support of the American Federation of Labor, and that organization is carrying on an active and aggressive campaign to have the bill passed. Its terms may be summarized as follows:

It shall not be unlawful for persons employed or seeking employment to enter into any arrangements, agreements, or combinations with the vlew of lessening the hours of labor, or of increasing their wages, or of bettering their condition; nor shall any arrangements, agreements, or combinations be unlawful among persons engaged in horticulture or agriculture when made with the view of enhancing the price of agricultural or horticultural products.

The obvious purpose of this proposal, in view of the well-known attitude and declarations of its proponents, is to abolish civil or criminal liability for the prosecution of a boycott by a labor combination, to prohibit injunctive protection for employers or non-union workmen during a strike, and to exempt labor organizations from the Sherman act. In an effort to give the measure added political strength combinations of farmers are equally promised the benefits of its exemptions. The Federation of Labor endorsed this measure in its conventions of 1912 and 1913, instructed its executive committee to procure its immediate enactment without change, and through that committee has presented these demands to the President and Congress, and now by circular appeal, is directing the organization of committees to wait upon senators and congressmen in each state during the coming holidays and to procure the sending of individual letters to representatives, demanding the immediate passage of this measure without alterations.

Business men and workers should fully understand what this measure means and be ready to protect their interests.

#### Further Transgressions

A UTHORITATIVE FOREIGN REPORTS that come from Liverpool are to the effect that exporters are continuing to ship round hickory on consignment in the face of a very considerable accumulation at that point. This report is deplored from the fact that this policy is utterly foolish and based on anything but logical reasoning. The consignment evil has been pretty thoroughly exploited, and it is only fair to say that as a general business proposition it is meeting with less and less favor, but it still exists nevertheless, and in this particular case it seems to be rather flagrantly in effect.

It is to be hoped that the handlers of this very desirable product will see their way elearly in the not too far distant future to discontinue the employment of such policy in the interest of the trade at large.

#### "And You, Too, Brutus?"

THE ILLINOIS COMMERCIAL MEN'S ASSOCIATION (I. C. M. A.) takes a lick at the lumberman in a circular recently sent out, with pictures showing a bad train wreck and one where only one person happened to be killed. It claimed that because a flagman failed to do his duty, wooden cars were responsible for the loss of life in the bad wreck. An attack on the lumberman's business from that quarter was bardly to be expected.

#### The Eucalyptus Game

I T WOULD SEEM TO BE about time that California should take a hand in the cucalyptus game that is being played on her credit. The misrepresentations of the promotors have been exposed again and again by HARDWOOD RECORD and by other lumber journals; but the game goes on. California land is being hawked about the East, under pretense that fortunes can be made in from ten to twenty years by growing euealyptus timber. The wood is advertised as a substitute for and superior to oak and hickory; and the claim is made that a plantation can be cut, milled, and sold at an enormous profit in a few years.

Circulars boldly quote the Government as authority for the preposterous claims of profit, notwithstanding the fact that the United States Forest Service has warned the public against the deceptive claims of the promoters. HARDWOOD RECORD published a review, in its September 25 and October 10 issues, covering nine pages, of the report made on eucalyptus for the Government by H. D. Tiemann, who spent parts of two years in California making a special study of this wood.

The report by the Forest Service clearly shows that the only true claim for eucalyptus made by the promoters is that the trees grow very rapidly. The Government report says the tree "is not suitable for lumber until it has passed an age of at least forty or fifty years, and a diameter of three feet or more." This warning is repeated almost verbatim in another part of the Government report which says that a tree "under two and a half to three feet in diameter, and less than forty or fifty years old, should not be considered as a lumber-producing tree."

The reason why younger and smaller trees are worthless for lumber is because the wood warps, shrinks, checks, splits, and behaves so abominably that it defies the woodworker to do anything with it.

This is a vital matter, and it is the point persistently ignored or persistently misrepresented by the promoters of eucalyptus plantations who claim that cuttings from young stands are good for furniture, finish, handles, vehicles, and lumber. A statement was said to have been made at the recent Land Show in Chicago that "a eucalyptus tree six inches in diameter will sell for sixty dollars for ax handles." Such a tree will not sell for sixty cents or six cents for ax handles to any handle maker who knows his business and knows the wood.

That is an extreme instance of misrepresentation. Most of them are milder than that, but they are none the less intended to deceive or, at least, they do deceive those who are not posted. Eucalyptus grows very rapidly. The wood is valuable as fuel. Some old trees—only a few—have produced fairly good lumber. That is about as much as can be truthfully said of it. The promoters quote and distort Government and other publications, using a line or a paragraph here and there, to boom their land. Those who are thinking of buying eucalyptus land should first ask the Forest Service, Washington, D. C., for Mr. Tiemann's report. After reading that, if they still want to invest in eucalyptus land, they have a perfect right to do so.

California owes it to her good reputation to look into the euca lyptus game as it is being played in the East. That state stands pretty high in the esteem of the people generally. It has so many valuable and honest resources that there is no excuse for fooling people into making investments there which will inevitably lead to disappointment.



# Pert, Pertinent and Impertinent





#### Made Up for It

Fay: The Widow Dashaway's husband didn't leave her much when he died, did he?

Ray: No; but he left her very often when he was alive. Philadelphia Record

#### High Art

"Great Scott, woman, are you trying to ruin

"Why, Henry! you don't even know what I paid for the gown."

"I know that any gown that looks as bad as that one costs more than I can afford to pay."-London Opinion.

#### Modern Translation

There is on the South Side of Chicago a sum mer amusement park named, from the French words "free from care," "Sans Souci Park."

Two young men passed this park on a street car recently. One of them evidently was a stranger in the city, and his friend was showing

Sald the stranger: "What does Sans Souci

His friend readily replied: "It's from the Spanish, and means 'I should worry." -- Everybody's.

#### Thoughtful Housemaid

"Mr. Bohr is in the parlor, miss."
"Tell him I'm out."

"Just as you say, miss, but he has a beautiful box of candy with him.'

#### Her Preference

Before the fire Christmas eve two old maids

were planning for the holiday.
"Sister Molly," said the younger, "would a long stocking hold all you'd want for a Christ-

mas gift?"
"No, Elvira," said the elder, "but a pair of socks would."—Philadelphia Public Ledger.



# Foreign Veneer and Panel Manufacture



#### Editor's Note.

The following paper was read by J. R. B. Stryker of the Perkins Glue Company, Lansdale, Pa., before the mesting of the National Veneuer and Panel Manufacturers. Association at Chicago on December 9. The article is bessed on first hand information which Mr. Stryker gained through a trip to European panel manufacturing centers and offers a very comprehensive comparison of the methods employed both in this country and abroad.

I have been asked to make a compatison of American and Euro pean methods, as applied to the veneer and panel manufacturing industry. While not a manufacturer of these products myself, 1 have come more or less closely in personal touch with factory conditions, etc., in American and certain European countries, namely, England, France, Austria-Hungary and Germany. So, if you will pardon my presumption as an outsider, I will give you the conclusions on this subject which I have reached as the result of observation and conversation on the ground.

I fear that, in one respect at least, this paper will not be of the help to my hearers which I desire it to be. This refers in particular to the fact that in my visits to veneer, panel, furniture and kindred plants in Europe I observed but little having to do with mechanical methods or preparation of veneer, stock, etc., or of construction which I can present to you as being an improvement on the methods of our American manufacturers.

However, it may be of some interest and doubtless satisfaction for you to feel that this is the case.

When it comes to the question of the finished product we must admit that much of it shows up exceedingly well, in fact, better

The cutting of veneer and the manufacture of panels, tops, etc., in Europe, dates back much farther than it does in the United States, and this is only natural, the age of our country and theirs being considered. However, today the United States leads Europe in the number of plants in operation, the amount of output and the general magnitude of the business. In France, for instance, veneering has been done for hundreds of years, but, instead of being carried on as they are now learning to do it, it was done in a very small way indeed. Where veneered lumber was desired, the small cabinet maker would cut his own veneer; the product he then obtained should be more properly called by the name of thin lumber. Two men were employed in the operation, the log being placed with each end on a high saw-horse or platform, and the veneer sawed off by hand, one man under the log and one above, pulling the saw up and down much after the fashion in which two-man cross-cut saws are operated in our timber camps today. This method may even yet be seen in use in remote localities over there.

Today there are some veneer and panel plants in almost all the countries of Europe, Russia undoubtedly leading the list in the number of plants being operated and the amount of production, followed by France, Germany, Austria-Hungary and England in the order named. Italy, Belgium and some of the other smaller countries do something in this line also, but little is being done in Spain, I believe. Russia ships her product to the other countries of Europe, large quantities going to France, and to England particularly. Although I did not see the plant myself, I was told on very good authority that one Russian concern had nine American veneer lathes in operation in its plant. Speaking of shipments being made from one European country to another, as freight rates are considerably higher over there than they are in the United States, it occurred to me that England should offer a good market for American manufactures. That country being a free trade country, except on a very few commodities, and with no duty on the commodities under consideration, it seemed to me that a plant on the United States seaboard might be able to do a considerable amount of business in England. Bear in mind in this connection that all timber products consumed in England must necessarily be imported from abroad, there being no native timber supply in that country. I was greatly impressed in Liverpool when I saw the immense stocks of mahogany logs which were carried by the dealers in that city. For six or eight blocks along the river front mahogany logs were piled to a height of twenty or thirty feet. These were in the yards of different dealers and it was explained to me at the time that the logs were auctioned off piecemeal to the highest bidder, the idea being that in disposing of them in this manner the best prices would be obtained, as each log would bring the most it was worth.

I judge the American manufacturer is most interested in methods for obtaining better veneer and panels, or cheaper methods of manufacturing them, or both, when they can be both obtained in combination. As before stated, while much that is produced in these lines in Europe shows up very well, it is not produced as cheaply as it can be produced here, this in spite of the fact that labor over there is much cheaper than here. The average European workman, while steady and conscientious in the carrying out of his work, does not seem to admit of the speeding-up that

As evidence that the American manufacturer is in advance of the manufacturers of Europe, I would cite the fact that in the largest and most progressive plants over there machinery of American design and manufacture is in evidence almost everywhere-veneer lathes and appliances, trimmers, dryers, taping machines, glueing appliances, sanders, scrapers and much machinery of a kindred nature. I have been in a plant in England, for instance, which is engaged in the manufacture of phonograph and talking machine cabinets, and in furniture factories in Vienna where I have seen so much American machinery on all sides that it made me homesick. The hydraulic press has heretofore been used to a less extent over there than it is here, but they are now adopting it as time goes on, and those of American make seem to again have the preference. Furthermore, in many instances where machines are not American made, they are such a good imitation that it seemed to me they were mcdeled as closely after our own as it was possible to make them.

Naturally with so much American made machinery and appliances in use in their plants their methods must rather closely conform to our own, and it is on account of this fact that I am unable to give you very much which may be of help to you. During the past few years I have known of numerous instances where the Europeans have come to us for ideas and methods, but I believe it is a rare thing for us to go to them with the same object in view. Although American made or modeled machinery is so largely employed by them, the production of the average plant, comparable with ours as to size, equipment and number of men employed, falls considerably short of the production turned out over here. In addition to veneer and panel plants, I visited several factories engaged in quite different lines of manufacture, and my impression gained thereby was that the American manufacturer, given an equal investment of capital, will generally turn out a considerably larger production. The European manufacturer, regardless of the particular line of work in which he is engaged, is very apt to give more attention to details, and there is more time spent on details than usually prevails in the average American plant.

They prepare their logs much as we do, usually boiling or steaming them. The cutting of the veneer is the same, as is the subsequent drying also. In Austria-Hungary and Germany the alder is largely used for core stock. Five-ply work is usually laid up in the same manner as here, but in Vienna, which in Austria is considered as the home of fine furniture (and some beautiful work they certainly turn out), I saw Circassian and mahogany tops laid up three-ply, the veneers being laid on three-fourths-inch or seven-eighths-inch alder cores, sometimes with the grain and sometimes across the grain. I believe that the American manufac-

three usually considers that high class work of this nature can be done only by the use of cross leading. I should say that the preparation of the veneer and the building up of same into panels, tops, etc., in the white, was no better than here, but the finish taey put on their work in many cases excels ours. Labor being cheaper, they can afford to spend more time on this part of their operation. As one Austrian long in the business expressed it to me, "It takes the human touch to get the right brish." While I am unfamiliar with the materials generally used for finishing purposes, both here and abroad, I understand that at some points in the finishing process they use materials little, if ever, used in this country. The deep appearing finish which they obtain, I consider, is very pleasing to the eye. Beech is used largely in France in the making of panels, as it is a comparatively cheap wood in that country. Today three-eighths-inch veneered panels are in demand there for use in places where they before have been in the habit of using thin, solid lumber, as much trouble was encountered with the latter on account of splitting.

In Germany quite a business is maintained in the manufacture and sale of "wood plates," as they call them. These are made up three, five and seven-ply, being about three-fourths, one and one-fourth and one and three-fourths inches thick, respectively. These are made up to as large as six by twelve feet and sold for various uses, such as beds of printing presses, billiard tables, etc. The large sized plates are oftentimes bought by the users without regard to the particular purpose for which they are to be used, and they are then cut up into different sizes as required.

In London there is a panel factory which struck me as being unique. In this plant there is not a single power driven machine, the reason being that there is a law prohibiting the use of any power driven machinery in the district in which the factory is located. In making panels they place the center stock on the floor and the glue is applied by hand with a large brush. This plant presented an instance of modern and obsolete equipment in that it had several hydraulic presses which were worked by a hand pump, while, on the other hand, the glue was kept in condition by placing the bucket in which it was contained over a gas flame. The method of handling resulted in a great deal of blistered work, which was repaired by placing a wet cloth over the blistered portion and then running a hot flat-iron over the wet cloth until the veneer was stuck down.

In Germany I saw a veneer clipper, a description of which may be of interest to some of you. It is built along the lines of an ordinary veneer clipper, but it is very much more powerful than those ordinarily used in the United States; the knife comes down very slowly on an angle of somewhat less than forty-five degrees. This machine clips the ends off from a whole flitch of sliced veneers at one time and leaves so clean a cut that the ends can be spliced into a perfect joint. It is used for cutting the veneers to proper length and width, and also for jointing veneers ready to splice. The splicing is done by young girls who tack the edges of the veneer to a board and then stick a strip of gauze tape over the joint. On the tops turned out by this concern cross-banding and back veneers used are nearly all one-twentyfourth-inch poplar, with a very small proportion of such sliced oak veneers as are not good enough for face stock. The face veneers used are sliced one-twenty-eighth-inch black walnut and plain sliced one-twenty-eighth-inch oak. All five-ply work is glued in two operations, that is, the core is first veneered with the crossbanding and when this comes out of the bales in which it sets over night it is put on sticks and left to dry out for six days. It is then taken to the sander where about one-half of the crossbanding is sanded off, thus leaving the cross-banding about oneforty-eighth inch thick when the face and back veneer are put on. When this is finished it is left on sticks another six days before the face and back veneers are sanded. Upon inquiry it turned out that the main reason for gluing-up this five-ply stock in two operations, and giving it the twelve days' drying out, was that, inasmuch as the operators wished to lay up the veneer slightly damp on the theory that it would lay flat, and cause less trouble in

splicing, there would be less likelihood of the finished work drying out and checking afterwards.

In Austria I saw a machine which to me was something new. This was a miniature lathe, specially constructed for the purpose of turning down the cores from the large lathes. These cores, of an original diameter of from five to six inches, were placed in this small lathe, or "coffee grinder" as the owner of the plant called it, and turned off until a core of only about one and one-half or one and three-fourths inches diameter remained. The veneer produced by this small lathe was naturally not of a quality suitable for anything outside of core stock, to be used on the cheaper grades of panels, etc., but for this purpose the veneer thus recovered, and which ordinarily would have gone to waste as cores, answered the purpose just as well as veneers cut from the original log.

In making any sort of comparison whatsoever between American manufacturing plants and methods and those of Europe it should be remembered that, generally speaking, manufacturing operations are carried on in this country on a much larger scale than they are in Europe. Of course manufactured products of all kinds are consumed in Europe, as a whole, in great quantities, but these commodities are usually turned out from factories having a smaller output than ours, the result being many factories with a small output rather than a relatively smaller number of factories with larger outputs. This has a tendency to allow of much closer supervision, wherein the personality of the workman or operator can be made to enter. The wages paid in Europe vary more or less for the same class of work in the different countries. England undoubtedly heads the list in this respect, followed by France, Germany, Austria-Hungary and Russia in the order named. It is no uncommon sight over there to see the father and mother and all the children working together in the same plant, but it struck me as entirely new and novel to see women working as hod carriers and railroad track laborers.

We are very apt to complain of high taxes, but as compared to taxes in the most of Europe ours are exceedingly reasonable. For instance, I was told by an Austrian manufacturer that the government expected ten per cent in the way of taxes, based on the net profits yearly realized from his business, and that they were supposed to pay twenty-five per cent yearly of the gross income realized from any property owned and rented by them to other parties. In answer to my inquiry as to whether or not this excessive rate of taxation was actually collected, and if not, what was done about it, he smilingly replied that in Austria the citizens paid their taxes the same as they did in America. As this gentleman had visited America on several occasions, I had nothing more to say on the subject. I cite this instance in regard to the rate of taxation simply in order that, when things seem to go wrong, you may have the satisfaction of remembering that there are other people who are not so well off as we are.

The sum total of the impressions which I received by reason of coming in contact with the European conditions and manufacturers was that they would follow the lead of American manufacturers so far as the veneer and panel business was concerned, and they are quite willing, I believe, to acknowledge this fact. Furthermore, it behooves us to remember that they are very apt pupils.

#### Legal Point of Interest

In Kentucky a lumber dealer cannot acquire a mechanic's lien for materials furnished a contractor for use in constructing a building, unless notice is given the owner of intention to claim a lien, immediately after the last item of materials is furnished. Presentation to the owner of an order for payment given by the contractor, together with an account of materials furnished for the building will not operate as such notice. Nor does the fact that the owner gives the lumber dealer a check for the amount called for by such an order and account show such acknowledgment of indebtedness on the part of the owner as makes him personally liable for other materials. (Kentucky Court of Appeals, Wright vs. Monroe Lumber Company, 160 Southwestern Reporter 788.)



# New Central American Hardwoods



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Among the hardwoods of Central America there is one that has quite recently attracted considerable attention. It is the espace, or land draw change, which is an evergreen tree belonging to the same family as our sumac and poison ivy. It appears to

be a tree which is increasing in degree of representation; at least there are parts of Central America where the increase in its numbers has been very perceptible, especially along the Bayano river in Panama, where this tree attains its best development. Here, it is said, this species, which is now being exploited, yields from 20,000 to 40,000 feet an acre. Its habitat is the eastern slope of the continental divide and sometimes is found at an elevation of 1,000 feet above sea level. The tree is usually found in the dense forests, where the trunks lengthen into tall cylindrical columns, often without limbs for a distance of from forty to sixty feet, reaching a total height of from eighty to one hundred feet. A diameter of from three to five feet breast high is nothing unusual for a tree of this species.

The wood of the espave has generally been used locally only for making kitchen utensils and for fuel. Recent investigations have shown that it is worthy of a higher rank among the woods of Panama than has hitherto been assigned to it. The wood has a very pleasing texture and is light brown at first, with a shade of yellow, but will turn considerably darker upon exposure to the light and air. It is moderately fine but very cross-grained, which add to the figure of the wood. The alternate streaks of light and dark shades on a smooth radial surface stand out very plainly and remind one of mahogany, and for this reason the

wood is often called false or espave mahogany. It takes a fine polish, and being of rather more than medium hardness and toughness it has recently found applications to many purposes where strength and elasticity are essential. It has been used for making furniture and cabinet work and doubtless will sooner or later find

its way into use for interior finish. The wood has great lasting qualities and has for many years, formed one of the chief materials in Central America from which boats and dugouts were made.

Espave has recently been introduced into the New York mar-

kets as another furniture wood, and it comes very opportunely, for espave is destined to take the place of some of the less valuable mahogany substitutes.



Among the few commercially important trees of Porto Rico is the laurel sabino (Magnolia splendens). As its botanical name indicates, it is closely related to our magnolias and like them is an evergreen. The tree is a noticeable one wherever seen. more as an ornamental, in a good many parts of Porto Rico, than as a lumber tree. lts habitat is the sunny slopes of the Luquillo mountains and foothills, being seldom seen on the lowlands near the sea or on the dry arid region along the southern part of the island. While it is often a tree that is branching too near the ground, or is otherwise rendered unfit for lumber, it frequently rises to the dignity of a large tree with a trunk from eighteen to thirty inches in diameter and reaching the height of from eighty to one hundred feet, with a crown often conical in general outline.

The foliage is peculiar to the magnolias in the United States. The leaves are of a dark green color on the upper surface and of a lighter color on the under side. They are oblong, more or less pointed at both ends, thick, and glossy. The flowers resemble those of our cuumber tree, only they are much smaller and, therefore, less

conspicuous. They are pure white and during the time of blossoming render the tree very ornamental.

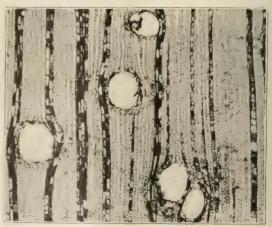
The wood of the laurel sabino is of a light brown color, mixed with a shade of blue. It does not resemble the wood of cucumber in general aspect, but favors more nearly certain grades of our



LAUREL SABINO TREES ON THE EDGE OF A DEADENING



TWIG OF LAUREL SARINO



WOOD OF ESPAVE

yellow poplar. In its structural characters it compares very favorably with our magnolias and yellow poplar. When green or partially dry, it works very easily, but becomes considerably harder when thoroughly dry. It takes an excellent polish and retains its color indefinitely. It is moderately strong and tough and is durable in contact with the soil.

Few woods in Porto Rico have found as many uses as the laurel sabino. Its chief use now is for making furniture and it has also

been employed in finishing interiors of houses. While it makes good wood for fuel and charcoal, it is too valuable for these purposes. The comparative scarcity or restricted habitat of laurel sabino makes the wood eminently a cabinet wood of peculiar value. Its structural and mechanical qualities are nearly similar to those of yellow poplar, and for this reason it is well adapted for at least some of the uses for which its more abundant relatives are employed.



# The Briar Root and Its Substitutes



Briar, a corruption of the French work "bruyere," is the common name of a small tree botanically called Erica arborca, which is a member of the heath family (Ericaceæ), to which our common trailing arbutus belongs. Briar is a term frequently applied to the different species of Smilax, but they are entirely unrelated to the true briar bush or white heath as it is known by the English-speaking people. It is particularly abundant in its wild state throughout southern Europe, where it forms an important undergrowth in the mountain forests. It is said to grow most luxuriantly and very abundantly among the trees and shrubs forming what is called in France the "Maquis," which covers the mountain sides. The tree varies in height from nine to twelve feet and produces much of the wood used for making the so-called briar-root pipes.

In the course of the last thirty or forty years, since the briarroot pipes have formed such a large article of trade, the briar trees have become the source of a lucrative industry, and Calabria in Italy is today the center of this trade. Originally the chief supply of briar-root came from France and is to this day commonly referred to in the trade as the "French briar." More than fifty years ago the center of the industry was along the French Riviera and the Ligurian coast in Italy, but the French briar is at present practically exhausted. Formerly the supply came from the department of the Landes and from the Pyrenees mountains on the border line between France and Spain. It has long since reached the Calabria district in southern Italy, and it is now generally conceded that the material obtained from this region is of admittedly superior quality. For a long time large quantities of the Calabrian briar were shipped to the United States. The briar root exported from Italy to the United States during 1905 and 1906 was valued at about \$100,000 and \$125,000, respectively. Of late years the Italian product is becoming scarcer and France again supplies a considerable quantity, a large part of which is used in the United States.

It is the root and not the trunk of this small tree that is employed for making pipes. The work of digging up the root is carried on from October until the end of May. The roots are thoroughly cleaned and trimmed and brought to the mill, where they are cut by means of circular saws. They are from a few to ten inches in diameter, but are never exported in the rough state. After being cut up into small blocks they are placed in boiling water for a period of from ten to fourteen hours, after which they are thoroughly dried, and then put up into sacks and shipped into this country, to be manufactured into briar-root pipes.

Briar wood is dark brown, very dense, close-grained, but comparatively light in weight, easily worked, and takes a very good polish, which it retains. It is very strong, tough, and durable, and possesses the quality of turning darker with age. It was thought at one time that no other wood was so well adapted for making the best grades of pipes. The American manufacturers began to look around for native woods to be used in place of the French briar, and it was soon found that the European heath tree is not the only plant available for so special a purpose. The first native woods used for making pipes on a large scale were the rhododendron and kalmia or mountain laurel. Both of these plants have very large roots, considering the size of the stems and crowns. Some of the

roots are a foot in diameter, and pipe makers have found that they will serve as a splendid substitute for the French briar. Enormous quantities of these roots are dug up every season in the mountains of North and South Carolina, where these shrubs or small trees attain their best development. The roots are shipped to pipe factories in the North and the finished product is usually sold as the genuine French briar.

Apple wood and to a lesser extent black cherry wood are used, but they are not so durable as the rhododendron and kalmia, or ivy, as it is often called in the Carolinas. A small Australian tree called ury (Hakea leucoptera) yields a wood that is used locally for making pipes, but it has not yet been introduced into this country.

I. L. D.

#### Junco, a New Source of American Hardwood

The junco is the missing link of the tree family. Restricted to a single valley, that of the Rio Grande, in Mexico and Texas, this tree, with its small crooked trunk bristling with thorns, is little known to the outside world. It is popularly supposed to bear no leaves, flowers or fruit, but it really bears all three.

The minute leaves are scale-like, the flowers very small, and the fruit is a tiny berry. It is the only known representative of its family in all the world. It is not known that the junco ever grew anywhere outside of the valley of the Rio Grande, or that it ever had relatives close enough to claim kinship. Some trees, now nearly extinct, had a wide range in past ages—the big trees of California, for example, which grew all the way to the Arctic ocean. But the junco so far as is known has always lived in one place and has always been the same dwarfed, crooked tree that it now is.

Except as fuel, it has not been put to any use. Thousands of cords might be cut in the valley of the Rio Grande, in Mexico and Texas. Of late, however, the growing scarcity of hardwood has called attention to the despised junco tree as a possible substitute for some of the more popular woods, and the result is a surprise to those who thought the wood had no commercial value. Clarence A. Miller, Consul at Matamoras, Mexico, has called the attention of the United States government to the good qualities claimed for it.

The wood sinks in water. In color it ranges from brown to black. It receives a high and beautiful polish, fitting it to take the place of such expensive woods as ebony and rosewood for small cabinet work. The trunks are so short and crooked that only small pieces of timber can be obtained from them. Few trunks exceed seven feet in length and eight inches in diameter. The wood is said to be admirably suited for the keys of musical instruments, jewel boxes and other bureau cabinets, chess men, checkers, paper knives, knobs and other small turnery, inlaid work, and indeed for almost all purposes for which costly foreign woods, in small pieces, are now used.

Many of the trees, whose woods are familiar in the lumber markets, belong to large families. There are 250 members—they are called species—of the pine family, and they are scattered all over the northern hemisphere. The beech and the oak families have even more members, and they, too, are widely scattered. The laurel has over 900, the palm, 1,000, while the apple, counting the many varieties, is said to have more than 3,000. But the junco is fighting its life battle alone on the dry slopes of Texas and Mexico.



# Scientific Lumber Drying



Editor's Note

The following paper was read by Z. Clark Thwing of the Grand Rapids Acnoer Works, Grand Rapids, Mich., be 10.1 ffor meeting of the National Veneer and Panel Manufacturers' Association at Chicago on December 10. Communit of this paper will be found on page 15 of this (see

A thorough understanding of the fibrons and cellular construction of lumber and its laws of growth is essential to a clear understanding of the correct and scientific principles of drying lumber. Those who try to reduce lumber drying to a few definite rules and practices fail to realize that every tree possesses individuality as does every human being.

In other words, the range of variation between the white oak of Michigan and the so-called delta or swamp oak of the Missispipi valley is so great that no general description or rules for handling can be made to apply to both accurately. In the same way there is a marked variation between the famous "cork" pine of Michigan and Wisconsin and the present substitutes for the same in western pine of the Pacific coast. It is therefore inevitable that any underlying principle governing the drying of any particular kind of lumber must be applied with that judgment and discretion that is prompted by the character, the locality and particular variety of wood to be handled.

In general, commercial varieties of lumber have been divided by scientific investigators into three groups.

FIRST—non-porous. These are so called because a cross-section of the wood under the microscope gives no indication of pores, capillaries, ducts, or sap canals similar to the well-known sap canals of the oak. In other words there is uniformity in the cross-section due to absence of these canals, which sometimes makes it difficult to identify even the annular growth rings. Under this head are practically all evergreens or pines, technically called conifers.

SECOND—The diffuse-porous are intermediate between the nonporous and the ring-porous below. In other words, the sap canals are small and uniformly distributed throughout a cross-section. They can be observed under the microscope in cross-sections that have been well smoothed and prepared for inspection. Examples of this class are the maple and gum.

This is the most easily described and distinguishable class for the reason that the sap canals are large and grouped together in a conspicuous arrangement. Oak and chestnut are typical of this class of woods. It is perhaps well in passing to note that this last classification will be the most difficult to dry because it lacks the uniformity in texture and solidity that the two other classes possess.

The medullary or pith rays, which are most conspicuous in woods like oak, are pockets containing food material for nourishing the tree. They are practically on a radial line from the heart to the bark of the tree. These pith rays are more or less perceptible in a number of commercial woods but in no other case have they reached the stage of beauty that they give to white oak when properly quarter-sawn.

The growth rings of a tree are distinguished, not by the sap canals, but by the difference in size of the sap cells between the spring and summer growth. It is evident to any one that the growth of the tree, which always occurs just under the bark, will be more rapid when there is an adequate supply of water in the ground, or in the spring time. It will be equally obvious that as the season progresses into midsummer there will be less and less water in the ground and as a consequence growth will be limited and the size of the sap cells will be greatly reduced. This may be observed with the naked eye in the cross-section of nearly all woods, and is very clear under the microscope.

The sap cells of a tree are to be distinguished from the sap canals. The sap canal in oak trees, for example, is that open space about the size of a pin through which free sap may move upward from the roots to the trunk and branches above. The ducts are sometimes twenty to thirty feet long and have cross and transverse connections with each other in order that they may continually

carry the sap upward. Nature provides small check or flap valves to prevent the sap from flowing downward.

The sap cells, strictly speaking, are part of the fiber of the wood, containing a limited amount of moisture, and are only from one-sixteenth to one-fourth inch long. The sap cells also serve to carry sap upwards and are provided with more frequent transverse connections and check valves than are the sap canals. The sap cells are long and narrow, shaped somewhat like an Indian canoe with ends overlapping.

In longleaf pine the cells are unusually long and there is encouragement to believe that this wood will eventually make a paper that will rival the paper made from Canadian spruce, for toughness. If you take a piece of paper and tear it carefully in such a way as to rip the fibers, and examine the torn edge under a microscope, you will observe short fine hairs which constitute the wall of the sap cell and which are the valuable strength giving part of the tree for either woodworking or the preparation of pulp for artificial wood products. It is evident, therefore, that the portion of the wood to be preserved for useful ends is the fiber that constitutes the cell wall.

It has been determined by experiment that in some instances, notably in such woods as cottonwood and spruce, the total moisture content may be as high as 150 per cent; the greater portion of which may be termed "free" moisture, forming the contents of the sap cands. To render this more explicit: presuming that the net weight of lumber when bone dry would be 100, the total weight of the lumber when green would be 250, two-fifths of this consisting of solid material and three-fifths moisture.

The cell moisture is the liquid contents of the cellular fibrous structure of the lumber, which will consist of about 30 per cent of the 150 per cent total moisture content.

Practically all the shrinkage that takes place in the drying of lumber occurs after the "free" or sap canal moisture has evaporated and is caused by the contraction of the cell walls during the removal of their contents.

In passing it may be well to mention that the part of the tree that is most alive, or the part that is growing, is directly under the bark. For this reason the heart of the tree always contains less life than the circumference, in fact the heart of the tree is the point at which death of the cell first occurs. The mere reference to the giant sequoias of California, which have famous hollow spaces in their centers, is sufficient evidence to show that life and perfection in the heart of the tree is not at all essential to its ultimate growth and development. On the other hand, it is a well-known fact that the girdling of a tree, a little deeper than the sapwood, will kill the tree. It is, therefore, evident that the sapwood will always contain a greater amount of moisture than the heartwood and will be subject to more shrinkage and swelling in drying and will prove to be the strongest wood for use where tensile strength is necessary. The heartwood, however, will be the choice wood when it comes to the securing of rich grain and color effects. This is particularly noteworthy in the red gums where the heart has a very rich color.

To go more directly to the subject under discussion—scientific lumber drying—it will be interesting to call attention to the various methods for drying lumber which have served woodworkers and sawmills during the last hundred years, and show a distinct evolution from the crude to the refined. This evolution at every step shows an increasing efficiency and growing comprehension of the treatment that is necessary to rapidly and safely remove the moisture from the wood without injuring the fiber.

The first method of drying lumber is as old as the world—air-drying in one form or another has been practiced since the first

tree was cut down in the garden of Eden. There have been variations in the method of sawing, the method of piling and the length of time the lumber has been exposed to the various climatic conditions of the different leastness. There is no denying the fact that the process of air-drying is slow and fairly safe, but always accompanied by discoloration, warping and surface and end checking. This is caused when the surface dries more rapidly than the interior and a tension is set up which produces internal strain that either checks the outside of the lumber or honeycombs the center, e. g., oak will always have the surface checked in stock one inch, or show honeycomb in two, three or four-inch thicknesses.

Other classes of woods, such as gum or pine, that grow in the moist climate of the South, will show mildew or a fungous growth of a rather bluish color and mottled character, which begins immediately when an attempt is made to air-dry the stock and which seriously reduces its value. The bluish color is always considered a selling defect in the yellow pines of the South, even when used for structural purposes. It is therefore evident in woods of this character that air-drying has its serious disadvantages.

The first attempt at artificial drving of lumber was the smoke kiln which may be remembered by the old woodworkers of the present time. Its original form was that of a collection of boards standing over a fire built in a hole in the ground. The boards were placed on end, wigwam style, and the heat and smoke were supposed to dry the lumber. The smoke kifn in later form was a series of brick arches in which fires were built and maintained by burning sawmill waste. The smoke and hot gases from these fires passed through the lumber in the dry kiln and were supposed, by means of heat, to evaporate and carry away the moisture in the lumber. It is still used to a limited extent in out-of-the-way places where modern progress has not affected the industry to any marked extent. The lumber dried in the smoke kiln was scorched and always discolored by smoke, and the fire hazard of this smoke kiln was so great as to make it uninsurable. The process was slow, the cost of operation enormous on account of excessive labor required to tend the fires, and the resulting lumber was dried so unevenly and by haphazard that satisfactory results were never obtainable. A certain amount of moisture was removed which reduced the shipping weight, but other than that, the result of the smoke kiln was very unsatisfactory.

The next type in the development of the kiln was the bake-oven kiln. This type has numerous varieties, but in every case involved the introduction of heat into the kilns by means of steam in some form of radiators or pipe coils. The air in the kiln passing over the coils or radiators and circulating in through the lumber was supposed to vaporize the moisture in the boards. The ventilation in these kilns, and the circulation of heat in the same were matters that received little or no attention, and, in fact, were even less appreciated. In any event the improved results of the bake-oven kiln over that of the smoke kiln previously known were so marked that the enthusiastic advocates of these steam radiation kilns thought perfection had been atttained.

It is of course obvious that in the bake oven kiln there was little or no control of drying conditions, except such control as might come from the regulation of the heat when more or less steam was admitted through the valve to the radiator or coils. No attempt was made to introduce or control humidity, and kilns of this type were usually built with no consideration for the building material used, as to its durability, quality, tightness or insulation.

It is therefore evident that the atmosphere in a bake-oven kiln would usually be very dry and that there would be a serious tendency to heat the lumber too quickly after inserting it in the kiln. It was inevitable that lumber dried in this type of kiln would be badly crusted or casehardened. In other words, a shell of one-eighth to one-fourth-inch thickness would be formed by the heat on surfaces and edges of the board, and the center of the board would be not appreciably affected by the heat, nor would the center moisture be removed to any extent. We therefore have an operation which is very similar to broiling beef steak, in which

the attempt is made to sear and scal the juice in the meat.

It is evident that this was exactly wrong in lumber and the moisture left in the center would eventually cause difficulty either by checking, honeycombing, warping, winding or twisting, and would ruin any fine piece of woodwork. Another very good example of crusting can be taken from the domestic experience of baking biscuits or potatoes. It is a well known fact that when they are placed in a hot oven of the kitchen range or gas stove there is a crust formed on the exterior which seals the moisture in the center, and the housewife will testify to the fact that the too rapid baking of a biscuit or potato will leave a soggy center.

Another feature of this uneven drying, which makes bake-oven dried lumber unsatisfactory for commercial use, is the fact that lumber is over-dried on the outside and under-dried inside and is always liable to change shape when it is pianed, dressed, ripped or resawed. The bake-oven kiln, therefore, has disadvantages which are rapidly relegating it to the scrap heap, in the same way that the old side wheel steamer is giving away to the more modern stern propeller.

A modification of the bake-oven kiln that is in more or less use today is the so-called blower kiln. This type of kiln offers more possibilities of circulation than its predecessor, but it is at the same time to be equally criticised for its exterior casehardening, checking and interior honeycombing. It is perhaps easy to see that in a blower kiln the rapid movement of so much air, as accomplished by the blower process, will inevitably tend to create an excessive and extravagant fuel bill.

In other words, the air, which is forced rapidly over the heating coils in a blower kiln, will be moving at high velocity and will be very thirsty or have a strong affinity for any form of moisture. This will have two results: First, the air, because of its velocity, will absorb only part of the moisture and do only part of the work of which it is capable, meaning extravagance in heat; and second, the air surrounding the lumber will always be very dry, which will cause even more serious casehardening than mentioned in the bake-oven kiln. The blower kiln has practically no control either of temperature or humidity.

The blower kiln, because of its rapid absorption, however, has a certain value in connection with the rapid surface drying of thin veneers. The proper means of humidifying and control are still lacking and an economical development along this line may be expected.

During the last ten years there has been a rapid change of front on the part of those interested in securing scientific and accurate results in the use of lumber dry kilns. The rapid change has been due perhaps partly to the general movement all over the country toward a keener public consciousness and partly to the more extended application of practical chemistry and physics to the woodwork manufacturing trades all over the country. The modern efficiency expert is another indication of the progressive spirit.

The first modification in lumber drying was the appreciation of the fact that something must be done to decrease the costly casehardening and its attendant evils. A less dry heat was thought advisable, and it was not long before every manufacturer of dry kilns was talking "moist air kilns." What was or was not covered by the term "moist air" was hard to discover. Some enthusiasts went so far as to boil their lumber, and from this extreme some sawmills went to the opposite point and introduced an open end one-fourth-inch 125-pound pressure live steam pipe into the dry kiln. The result of the attempt to introduce moisture in connection with lumber drying was, of course, beneficial and there was a consequent reduction in the amount of casehardening. Almost coincident with the discovery of the need of moisture was the attempt to shorten the time of drying. It was perfectly natural to conclude that as moisture decreased casehardening it would permit quicker drying. The eagerness to hurry practically offset the improvement caused by moisture and the aggregate result was comparatively little actual progress. There was, therefore, a woeful lack of understanding of another fact-that the more rapidly you dry lumber the more carefully you must control the conditions of moisture, temperature and circulation. Again, however, it was thought perfection had been attained and every concern who had sold a foot of pipe for dry kilns advertised in bold headlines "moist air dry kilns will dry your lumber without degrading." Avoid such general statements. They are misleading. It is no more true that the haphazard introduction of moisture will make efficient dry kilns than it is true that the haphazard method of applying heat to the bake-oven kiln would produce efficiency. The term moist air as applied to dry kilns, unless qualified by the assurance of adequate control and regulation, has become so general and indefinite that it is absolutely lacking in any real descriptive force. The term is misleading and means nothing but the introduction of a little artificial moisture in one way or another. It bears no relation to the heat and ventilation which are equally important considerations.

It has remained for the last four or five years to develop a dry kiln in which careful attention has been given to the control of operation and to the three absolutely essential functions of lumber drying, viz., humidity or moisture, temperature or heat, and ventilation or circulation. Unless all these three elements are carefully considered in the preliminary designing of the building, the selection of the building material, the proportion of radiation furnished and the type of ventilation, the results can be no other than haphazard.

Two control methods are in general use today. These are the so-called condensing kiln and the expansion kiln. The condensing kiln has been designed on the basis of air recirculation-in other words, the air in the kiln is circulating over and over and around and around the lumber, and at certain regular intervals in this circulation passes over cold water pipes or open water sprays where some of the moisture is condensed from the circulating air. The air thus relieved of part of its moisture passes on again to do additional duty in again absorbing moisture from the lumber and yielding it to the condenser. If the moisture charged air is exhausted from the kiln, instead of recirculated, and fresh air is drawn in, it is obvious that nature will do, without charge, the duty devolving on condensers in this type of kiln. The maintenance of temperature in the condensing medium is a very difficult matter. The cost of water used in condensers is excessive and unnecessary. The corrosion and coating of pipes or spray devices used for condensation will be a very serious item in running expense because there will be removed from the lumber large amounts of acid and organic matter which will tend to rapidly corrode any exposed surfaces. The tannic acid of oak and chestnut is especially harmful to the ironwork of any kiln wherein humidity and heat are combined.

The control of circulation in a condensing kiln is uncertain as there is no draft from the outside which can be depended upon to pull, and the recirculation must rely upon the application of heat only. The advocates of condensing kilns claim the advantage of independence from outside conditions, but it is a grave question if this is not a serious disadvantage. In other words, the condensing kiln attempts to do artificially what nature will willingly do if given a fair chance.

The condensing kiln has been adopted by government departments for its experiments because it believes that it will serve to control the conditions in the kiln more accurately than any other method. They freely admit that it is an expensive type of kiln to install, elaborate to operate and is so particular in its demands for care and attention as to be impractical for the average woodworker who desires reasonably "fool proof" equipment.

The expansion kiln is the latest development of the lumber drying art. In this kiln we have adequate control of the heat, humidity and the circulation. Humidity control means that the water vapor in the atmosphere of the kiln can be increased or decreased at will. The lumber on entering the kiln can be immersed in a hot fog which will be an absolute safeguard against casehardening and its attendant evils. This hot fog, which is maintained to a more or less degree through the entire drying process, is an absolute preventive of fire in the kiln. It is impossible to light

a match or carry a lighted candle or lantern in this type of kiln, as the fog is too dense to permit a flame to live. This fog, when properly combined with heat and pressure, may be forced into the lumber in such a way that the free moisture can be rapidly vaporized and the moisture contained in the cells can be heated and expanded so that the cell walls will be opened, the check valves loosened and the opportunity afforded for the removal of all organic matter. To refer again to our analogy in the kitchen; if a potato is steamed or boiled it will expand to the full limit of its skin and usually crack or open the skin. At the same time the steamed potato is drier at the center than the baked specimen. Lumber with cells thus expanded and opened has lost its power of contraction, because the sap cells are empty. Is it not clear that lumber thus dried will not be shrunken and therefore cannot swell or change dimension appreciably after leaving the kiln?

In absence of this hot fog, or in a bake-oven kiln, these sap cells will be shrivelled up with contents dried to a granulated form. This dried and shrivelled cell when exposed to moisture will again swell. Consequently bake-oven dried lumber will shrink because its sap cells shrivel and it will again swell because its shrivelled cells will swell when exposed to moisture.

Let us think what this means to woodworkers. It means that when the lumber is dried by the humidity or expansion process the interior trim placed in a building will not show the usual shrink or swell. Doors, wainscoting, bookcases and every part of the handsome and expensive woodwork that is popular in the up-to-date office and home could be made with imperceptible joints and the elaborate arrangements designed by architects for concealing shrinkage and swelling in panels, frames and lapped joints could be eliminated.

Think what it would mean to manufacturers of panels and glued-up stock if they could know that the heavy centers would be uniformly dry and would not shrink or swell; if they could know that the tendency to twist and warp when resawing was removed. Think what it would mean in the cabinet trade if case parts, drawers and doors could be fitted snug and true, without the necessity and expense of refitting; if parts could be fastened rigidly together without danger of changing from shrinking and swelling.

It means that woodwork which, because of its variable shrinkage in different climates has been displaced by pressed steel which has no change of dimension in moist localities, can again come into its own, superseding this selfsame steel, which is subject to such severe temperature expansion. The thoughts suggested by this line are far reaching.

Another point in the expansion kiln is the fact that with controlled circulation and temperature it will be possible to eliminate not only the shrinkage but also the degrading of the lumber which has been one of the most wasteful features in a woodworking plant. Checking ends, surfaces and around knots and swirls has been a serious source of loss. Not only has the checking been expensive, but even more waste has been caused by the tools tearing the surface in dressing. Degrading is eliminated because the absence of shrinkage has removed the internal stress and strain that causes all checking and honeycombing; the absence of casehardening has avoided the hard crust that dulls edge tools and that leads to twisting and cupping when surfacing, ripping or resawing, and that causes unnecessary labor cost. If the waste caused by degrading in dry kilns could be computed it would be found to reach an enormous sum-sufficient to pay annually for the installation of dry kilns, built, equipped and operated on a scien-

The efficient ventilation of a dry kiln has been notoriously disregarded by the practical woodworker. Apparently any inlet or any outlet would be deemed sufficient, no matter where located, or how large. It is obvious to those who have followed us that effective circulation can never be obtained except by the admission of fresh or dry air and the removal of the dead or saturated air naccordance with natural laws. No practical man would think of having an outlet for saturated air at any height along the side

of the kiln, because at such point the air will be taken out of the kiln before it has done its full service absorbing moisture from the lumber. It is, therefore, necessary to so design a kiln that only the saturated oil will be drawn out. It is also a well known fact that hot dry air as it absorbs moisture will gradually settle. This compression caused by the settling of the air as it absorbs moisture can be made useful for permeation purposes. It is not difficult to see that the circulation in a kiln offers the most effective opportunity for control and efficiency in use of the fuel which generates steam.

Perhaps a word of appreciation should be said in closing with regard to the marked interest that has been shown in the lumber drying art within the last two or three years. Woodworkers are beginning to realize that the proper drying of lumber is of the utmost importance to their success. The process of education and comprehension has been slow, but it has been progressive and those in a position to observe, realize that we are at the beginning of a period of more rapid development in scientific lumber drying.

Instead of assigning the operation of the dry kiln without regard to the intelligence of the operator, the time is rapidly approaching when the kiln will be operated systematically, when the records will be more important than those of the watchman, when the temperature and humidity of the kiln will be just as closely watched as the water column and the steam gauge, when the lumber will be just as carefully tested as costs of manufacture and selling are now computed.



# Florida's Wood-Using Report



The state of Florida has published a report of its wood-using industries. The material was collected and the bulletin was written by the United States Forest Service. Twenty-seven woods are used for manufacturing purposes, but ten of these are supplied by outside regions, so that the state is making use of only seventeen native grown woods. This is the more remarkable when it is considered that the state has in its forests 165 woods of which no use is reported for any purpose.

For one wood that goes to the factories, ten never appear there. The report gives a list of 165 woods which are not named in the output of factories. It is doubtful if any other state equals Florida in the number of native species. However, many of them are scarce, and the trees are small, so that the total amount of available timber is not as large as the number of species might indicate. Some of the woods are hard, heavy and strong, with fine colors and figure. The chief future uses will probably be found in the manufacture of small commodities rather than in furniture, flooring, finish and similar articles.

About ninety-seven per cent of all the material reported in Florida is softwood, and longleaf pine greatly surpasses all others combined in quantity. The following table shows the amount of each wood used annually, and the average cost of each per 1,000

reet:		
SUMMARY OF KINDS OF WOOD USE		
	Quantity used	Average
	annually	cost per
Common Name	Feet b. m.	1,000 ft.
Longleaf pine	365,330,872	\$ 11.66
Cuban pine	63,563,000	11.94
Loblolly pine	33,049,000	11.77
Cypress	32,838,727	17.58
Shortleaf pine	10,775,000	11.60
Spanish codar	10,189,208	24.95
Evergreen magnolia	2,658,000	8.02
Red gum	992,000	11.55
White oak	701,179	35.91
White ash	280,000	25.07
Sand pine	250,000	13.20
Yellow poplar	104,344	89.02
Hickory	103,500	32.90
Sweet magnolia	80,000	22.00
White pine	79,071	57.04
Mahogany	33,495	164.29
Black gum	33,000	10.00
Live oak	32,000	59,00
Birch	28,000	70.71
Red oak	6,200	72.58
Sugar maple	5,000	30.00
Spruce	5,000	37.00
Basswood	2,000	35.00
Madeira	1,600	165 75
Teak	1,000	225.00
Red cedar	500	44 (10)
Resewood	100	400 00
Total	521,141,796	\$ 12.41

The use of wood is not highly diversified in the state. Only seven industries are of sufficient importance to be separately considered, and a number of others are grouped as miscellaneous. Cypress is the only wood appearing in every industry. The table which follows lists the industries, shows how much wood is used annually by each, and the average price paid for material:

SUMMARY OF WOODS USED BY INDUSTRIES IN FLORIDA

(	Quantity used	150	rage
	annually	COS	i je r
Industries	Figtb. m.	1,00	m ft.
Planing mill products	407,712,007	\$ 1	1.64
Boxes and crates, packing	.55,589,000		9.82
Sash, doors, blinds, and general mill work	35,856,500	1	8.49
Boxes, tobacco	9,616,235	2	21.93
Car construction	8,545,588	1	8,76
Miscellaneous	2,064,271	. 3	2.50
Ship and boat building	1,591,100	3	8.38
Vehicles and vehicle parts	167,095	5	6,02
Total	521,141,796	\$ 1	2.41

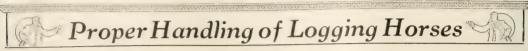
The report says that Florida is doing what other Gulf states are doing; that is, cutting pine and cypress and leaving the rest. These species are most abundant, and under present conditions there is more money in them than in the smaller and more dispersed hardwoods; but the people of Florida should not lose sight of the fact that they have a rare lot of hardwoods and that there is a good market for them if pains are taken to reach that market in the right way.

More than ninety-five per cent of the wood now passing through Florida's factories is pine and cypress. These species are exploited at the expense of all others. While they last they will make the lumber business profitable, but when they are gone the woodworker's attention will turn to what is now being neglected—the hardwoods

Florida appears to be suffering more from forest fires than most of the southern states. The fires are small and slow. They do not attract much attention as they creep along among the pine, but they get in their deadly work no less surely, though more slowly, than the forest conflagrations which wipe out many square miles in one stretch. The traveler in Florida, almost anywhere outside the boundaries of the swamps, is soon accustomed to the sight of long lines of fire which keep close to the ground. The blaze may not be more than a foot high, but when it has passed it leaves every tree seedling dead. The saw palmettoes, which nearly always cast a low shade to protect the ground, are scorched brown wherever the fire touches them. They may sprout again the next year, and tree seedlings may come up again, but the fire will follow, and every visitation leaves the ground more barren. No forests will stand fire indefinitely, and Florida's forests in every part of the state are showing the results of burnings.

The report suggests that the numerous hardwoods, though their average size is small, will attain an important place in the future

as material for the manufacture of articles of small size. A tentative list is given of such commutates, tew of which are now main factured in the late. A list of 165 words is also given, as prospective sources of material for the following articles: Athletic goods, balls, billiard cues, brackets, brush backs, canes, carved ornaments, castors, chairs, clothes pins, curtain rings, dyewoods, easels, games, grilles, handles, inlay, insulator pin, knobs, manicure sets, marquetry, mathematical instruments, medicinal extracts, musical instruments, pallettes, panels, parquetry, picture frames, rulers, shuttles, small furniture, souvenirs, spindles, sporting goods, toys, trays, turnery, umbrella handles, veneer, and many kinds of wooden ware.



Editor's Note

The following paper was read by J. W. Glerson of the Goodman Lumber Company, Goodman, Wis, before the meeting of the Michigan and Wisconsin loggers at Green Ray on Saturday, December 6. The article is here with printed in the behet that the horse as a logging lactor will alway so importance either in connection with the operations of steam logging machinery or where the employment of such methods is not practicable.

I deem it a privilege and an honor of no small consequence to be selected to appear before this honorable body to discuss a question that, no doubt, many of you have given considerable thought.

To the modern logging operation in Wisconsin and Michigan the horse is an absolute necessity. Good machinery is very important but more important still is a good force of able-bodied horses. Efficiency is the greatest requirement—a term which applies to every branch of the logging game.

My experience has been that too little attention is given the care and handling of horses in the lumber woods. In the old pine days or before modern methods were known, horses were worked during the winter months and turned out to pasture all summer to recuperate. Everyone had the idea that they could not do any logging unless they half killed their horses. A man was not considered a teamster unless he could make a team eat three bushels of oats every day and could pound them on the head for eighteen or twenty hours every day. There are more horses ruined by overfeeding than by any other cause. In that respect the average teamster of today is like the newly married young lady who, upon entering the meat market, was asked: "How much steak do you want?" she replied: "I don't know whether I want a pound or a whole cow." The teamster does not know whether a horse needs a quart of oats for supper or a whole bag full. To get the best results, horses should be kept in good condition. Their teeth should be gone over at least once a year by a competent veterinary. We keep a man at each camp whose sole work is to look after the horses. He feeds them three times a day; keeps the barns in good sanitary condition; looks after the harnesses, in fact everything in connection with the horses, and he gets to know every horse. He is the only one around the barns who has access to the oat bin and the harness room. We find that by having one man in charge who has gained his knowledge by actual experience we get better results. It eliminates, to a certain extent at least, acute diseases such as spinal trouble, cholic, etc., which are common among horses. We buy the best oats and hav; feed bran only once a week (Saturday night) and we do not feed any stock foods of any kind whatever. We work our horses all the year around-or an average of 300 days of ten hours each. Will give some facts and figures to show what horses can accomplish if properly cared for

We operate two camps, having twenty-four teams in the logging service, or twelve teams in each camp. One team is used to haul water to the horses and lunch to the men; one team is used for railroad work exclusively. This leaves ten teams in each camp to do the skidding. They do not do any loading as we operate two McGifford loaders. The following includes the two camps or twenty teams skidding 312 days, or 6,240 days for one team: Logs, Doyle scale, number of pieces 228,349, 13,948,550 feet, which tallied over the trimmer board measure 21,090,562 feet; 12,578 cords of four-foot chemical wood (birch and maple); 1,754 cedar telegraph poles and 8,569 cedar posts.

I will give you the different items of horse feed, etc., and what they cost—in other words, what it costs us for horse flesh and the amount of work done. We value the teams at \$600 each or

\$14,400. One thing we have learned by experience is that the average life of a horse, in the lumber woods, when worked the year around, is from four to six years, and one thing we do claim is that to keep a man driving a team that is broken down is a waste of human energy, which is the most expensive commodity that is used today in every successful lumbering operation. Human energy and brains go hand in hand; no lumbering operation is successful without both.

Depreciation, interest, etc., 25 per cent	. 8	3,600,00
Oats consumed—11,395 bushels		4,899.37
Hay consumed 196 tons		
Bran consumed 12 tons		
Veterinary services and medicine		221.00

\$11.767.37

These figures are absolutely correct for I made them myself. Our company has the best accounting system under the sun. It does not use the old debit and credit system; it just charges everything and credits nothing. We have a little accounting system of our own in connection with the woods department: Supplies purchased, supplies on hand, inventory every month, distribution of labor, material, etc. We don't wait until the fifteen or twentieth of the following month to see "where we are at," for about that time the general manager calls a fellow in "on the carpet" and shows him a little slip of paper containing some figures, then he straightens up in his chair and says: "John, it is costing too much to log; too much to build railroads; too much to feed the men, and this, that and the other thing are costing too much," and nine cases out of ten a fellow has to sit there like a bump on a log, not knowing what to say, so the only way is to keep an accurate tab on everything as you go along and when you find that anything is costing too much "cut it out" before the boss gets next

AVERAGE COST OF LOGGING PER M From Nov. 1, 1912, TO Nov. 1, 1913, DOME, SCALE 12 MONTHS

Sawing			 	\$1.10
Swamping			 	
Skidding			 	1.28
Loading			 	
Tools and repairs			 	
Depreciation, horses, ed	quipmen	t, etc	 	
Roads and spurs				1.00
Supervision overhead .				25

\$5.83

The average cost according to the general books for ten months, everything included for the twelve months, Doyle scale, \$5.94. The difference between Doyle scale and lumber tally was forty-four per cent, so that the net cost for the ten months was \$4.13, lumber tally over the trimmer.

We may not like them, but just the same we have to face and comply with workmen's compensation laws. So it pays to know just what and when they are.

As a first aid to steam boiler efficiency when the colder weather comes try a round of cleanliness—inside and out.

Conservation means one thing and preservation means something else, but the difference is not always plainly seen by some.



# Some Fallacies of the Forest



ARTICLE TWO

Does the sap ever go up or ever go down in a tree? Does the trunk contain more of it in someor than in winter? Does it flow upward in spring and down in the tall? These three questions are really the same one asked in a slightly different way each time. Most people will answer with a plain yes or no; and probably nine out of ten will say yes.

The majority rules in politics, and if it ruled in the same way in science, the question would be speedily settled. There is a pretty broad difference between ruling and proving. Matters are ruled by the ballot in politics; but in science they are proved, and until there is proof, nothing is settled. The vote of the whole world, or as much of it as cared to vote, was against Galileo, yet the question of the movement of the earth was finally settled his way. Most people say that a tree's sap goes up in the spring and comes down in the fall, but is that really what happens?

It ought not take long to make a rough test. Are green logs any lighter if cut in dead of winter than in the height of summer? The scales fail to show it. If summer cut logs weigh 10,000 pounds to the thousand feet, log scale, the same kind of logs cut in winter will weigh about the same. If the sap goes down in the fall the winter logs ought to be lighter by several thousand pounds, since it is well known that green wood is nearly half sap.

The sap of a tree is not exactly the same thing to all people who think of it; but the usual conception is that it is the liquid contained in the trunk, leaves, and branches. That definition is accurate enough for practical purposes. The water finds it way into the trunk through the roots—with slight exceptions in some instances. The fine hairs on the roots pull the water out of the soil and start it up the trunk through minute vessels which constitute the structure of the wood. It makes its way to the remotest branches.

It is an old and homely, though un-scientific, saying that "whatever goes up has to come down." The water that goes up a tree trunk comes pretty nearly being an exception. Of course, it comes back to earth sometime, since it does not stay up the tree forever, and does not go off into planetary space; but it does not come back by the paths it followed in ascending.

The sap that goes up a tree is soil water. It contains certain earthy ingredients in small amounts. Much of it enters the tree's leaves in summer, where a sort of chemical laboratory is at work, and the water and whatever else it contains are used in manufacturing food to build up the tree, add on new wood, and supply a reserve for the time when the leaves will not be in the manufacturing business, that is, the next winter.

In making this food, the leaves get rid of a lot of the water that came up from the roots. It passes out through minute openings in the leaves and is evaporated, going into the air to be blown away. Most of the water that goes in through the roots, passes out through the leaves, and that is the last of it, as far as that particular tree is concerned. It "goes up" but it never "comes down."

Though most of the water escapes through the leaves and disappears, the residue makes a longer or shorter downward journey in the summer. The plant food manufactured in the leaves must be carried to the places where it is needed and the remnant of the water is utilized for this purpose. The starches, sugars, resins, etc., produced in the leaves are carried downward through the trunk to be deposited just beneath the bark where they form the new layer of wood. This new wood forms all the way from the roots to the twigs, and the water or sap distributes the substances that produce it. A very small part actually may return to the ground whence it came, and to that extent the sap may go down, but even that small part does not go down in the autumn, but in the summer, and most of it pretty early.

The water, laden with food materials, that starts from the leaves downward, nearly all disappears in the course of its journey. When a particle of this water (which during its downward journey is properly called sap) gives up its load of starches and the like, it is no longer of any use to the tree, and is gotten rid of by being forced out through small holes in the bark, called lenticels. Quite a large amount of water thus passes away. The lenticels of some trees are conspicuous objects on the bark. Young birches and cherries show their location by horizontal markings from half an inch to a couple inches in length.

The circulation of sap in the trunk and branches of a tree is chiefly through the sapwood and the bark. The interior or heartwood is practically dead, though it is always filled with water, more or less. The amount of water which rises through a tree's trunk seems to be largely dependent upon the quantity the leaves can use in their processes. The leaves generally have all they need, but such is not always the case. In long periods of drought the roots may fail to send up enough water to supply the leaves. In that case, the leaves may wither or fall prematurely, and the tree's growth will be retarded. At any rate, when the leaves fall, whether prematurely or not, the water in the trunk practically ceases to circulate, although some change from place to place occurs. It is certain that no general retreat down the trunk to the roots takes place, such as is supposed by those who speak of "sap going down."

Gravity appears to produce little effect on the sap. At least, it is not able to pull it down after the action of the leaves ceases to pump it up. It is not much out of the way to state that when the activity of the leaves ceases in autumn, whatever water is in the tree at that time lies inert until the following spring when the opening leaves again begin to lift the water by means of their billions of little pumps, and the whole process begins anew.

Though the wood of a living tree contains a large amount of water at all times, it does not usually flow out when a cut is made into the wood; though certain trees, as maple and birch, lose a considerable quantity of water if the trunk is cut in spring. That is popularly supposed to be due to the "rising" of the sap. It does not appear to be wholly certain just why the flow comes at that time, but it unquestionably begins before the frozen soil about the roots has thawed sufficiently to admit ground water to start up the trunk. The matter can be tested by building a fire against the trunk of a maple tree in dead of winter. As soon as the wood near the fire is thawed, sap will flow from a wound. Pioneer settlers sometimes made small quantities of maple sugar in mid-winter by building fire to warm the wood, though the roots were frozen solid. Evidently the sap was in the wood, and did not get there by rising from the roots after the fires were built.

When weather is warm, leaves of nearly full size, and everything favorable, water ascends the trunk of a tree quite rapidly. The rate varies greatly, and many measurements have been made. Proof of the quickness with which the water goes from the base to the highest branches can be had in early summer by girdling a vigorous young red oak, cutting entirely through the sapwood all round. In a very short time the leaves begin to wither, indicating that the water supply is failing. When hardwood trees are being cut while in full leaf the rapidity with which the failing sap supply is shown by withering leaves is an interesting study. Some kinds show the effect within a few hours, others do not wither for several days. The soft woods, such as pine and hemlock, seem to feel the effect of a cut-off in the supply only after many days.

When a tree in full leaf is cut down, the leaves go on pumping water from the trunk and discharging it into the air, until the supply in the trunk is reduced so low that the leaves can draw in no more of it. Then they wither. The wood of a fallen tree can be partly seasoned by leaving the trunk untrimmed for a few days thereby giving the leaves time to draw the water out of the wood. The quantity thus extracted is measurable, but it is only a small per cent of the total water in the trunk. As soon as the quantity is slightly reduced, the leaves are no longer able to obtain any more.

which cause it to do so, are subjects for controversy among botanists. Much is known on the subject, but some things have not yet been found out. In time of excessive drought the leaves on a tree may wither though the trunk contains a large amount of water. The trouble seems to be that the water in the wood has been slightly reduced in quantity, and the slight reduction is sufficient to upset the function of the tree's circulating system, and the foliage dies of thirst, almost in the immediate presence of water.

The movement of the sap is seen, therefore, to be an exceedingly delicate and nicely balanced process. The greatest botanists never tire of investigating its mysteries and hidden forces; and the general opinion of these investigators is that a far-reaching discovery is waiting for some one to make it known. Where is the pump in the hair-like root of a tree that will start the water up a trunk a hundred feet tall, and hold the tiny column of liquid and urge it up-

ward against a pressure three-fold greater than the earth's atmosphere? What sort of apparatus is it within the interiors of the hollow cells and fibers from the bottom to the top of the trunk, which keeps the water going up after the roots gave it a start? What power have the microscopic orifices in the leaves that they are able to draw water up against a force of gravity so great that the strongest suction pump on earth cannot overcome it? When the water has arrived at the topmost leaf, what mysterious machine reverses the direction of movement and starts the manufactured food back down the twigs, limbs and trunk, working with gravity now instead of against it as before?

These are some of the questions more easily asked than answered. Some may dispute one point, some another; theory is pitted against theory; but the undisputed fact remains that the sap of a tree circulates by means and under the influence of forces not yet fully understood.



# "You Can't Teach Us Anything"



How many times do you hear that said? Just picture the man who says it; the man who has grown gray in experience; the man who has won his way to success by sheer force and energy. Yet, that is just what most men will say who read this, and they will probably add, "It can't be applied in the lumber business."

In considering the progress of the lumber business in the last few years it is safe to say that with but very few exceptions no big ideas with a really broad bearing on the development of the industry have been offered. Lumbermen themselves will admit the truth of this statement. Lumbermen as a whole seem to be more satisfied with present methods and less ambitions as to the development of the industry to its fullest efficiency than the members of any other large body of business men. The difficulty is that the opportunities offered have been too alluring and the necessity for the employment of advanced ideas has not been felt. The trade is showing some evidence of the realization that the lumber business of the future will not be the lumber business of the past and that the education of the future lumberman will not be along the old "rule-of-thumb" lines but will be the result of the incorporation of the best points in other lines of industry with the sound practical knowledge of the lumberman himself. This trait of seeking outside for information and knowledge has never been strongly evident among members of the lumber trade. A good illustration is seen in the attitude of those attending lumber conventions. Generally speaking there is a preference for talking with fellow lumbermen with the hope of trading a couple of cars rather than to give close attention at all sessions in order to secure ideas that will result in the sale of many cars.

If you will think about it, and view the situation from an impartial standpoint, you will find that some of the things that are needed are: first, a country-wide advertising campaign; second, standardization of grading (one set of rules instead of two); third, we need some industrial and efficiency engineers in the lumber business and these most of all, for when the efficiency idea is introduced, and applied, the other things have to follow in order to keep up with it.

Honestly, now, do you think that lumber is manufactured at the lowest possible cost today? The answer is no! Can the capacity of a sawmill be increased without additional cost per thousand feet? Yes! "But," you say, "these methods must take additional machinery, and how can you say, with increased capacity I will have a lower cost?" There is the meat and substance of it. Now right here, we are going into economics, and from that, lead back to the above statement.

Capital (not money, for that is only a medium of exchange) is represented by machinery and materials of production. Now, production is either direct or capitalistic. Prof. Meade of the Wharton School of Finance illustrates this very nicely with a simple illustration: "A man requires drinking water. The spring is some dis-

tance from his home, but there are several ways in which he may supply his daily wants. First, he may go to the spring each time he is thirsty, and drink out of his hollowed hands. This is the most direct way; but it is inconvenient, for he has to go to the spring every time he is thirsty. And it is insufficient, for he can never collect and store any great quantity, such as he requires for various purposes. Now he may take a log of wood, and make a pail to carry his day's supply. This is capitalistic production, but indirect for he has to make the pail. However, the result is greater and a saving of time. Then there is the third way, in which he fells a number of trees, splits and hollows them, lays them end for end, and so constructs a tunnel, which brings a full head of water to his cottage. Here, obviously, between the expenditure of labor and the obtaining of the water, we have a very round-about way, but the result is ever so much greater. The man need no longer take his way from the house to the well, but a constant supply of water is at his door. This is what is called highly capitalistic production, although it is but a simple illustration. In the second instance, it would be called production on a small scale, and in the latter instance it would be called large-scale production.

With hardly any exception, lumber production today is comparatively on a small scale. No—don't take exception to that last statement. It isn't the amount of feet per day that a man produces in his mill—it is the amount he can produce if he applies the economies of production. Most lumber production is practically on a direct or small-scale production basis. Large-scale production is indirect. The more indirect, however, the greater can be made the efficiency, because of the increased number of operations and the resultant greater division of labor, and thus, in the end, with each man specializing (doing one thing and naturally becoming proficient and working with greater dexterity), the greater will be the output.

Getting back to the original question: You can increase your output by going in for large-scale production and applying efficiency. Usually more capital will be needed (machinery), which will result as we have said before, in the greater division and specialization of labor, better routing, re-designing of sawmill machinery, but increased output at practically the same operating cost means a lower cost per thousand and a lower overhead cost per thousand—see it now? You understand, of course, that all of the above relates to the hardwood industry. A mighty good example of efficiency can be seen in Louisiana, in a big yellow pine mill there which you probably all know.

With the increased efficiency, and the larger output, the more the waste, but—here is one of the big losses—what are you going to do about this waste? Is this ever-increasing item to be left alone, or is it to be thought out? At the present day it seems, in view of the conditions that exist, if it is left to the lumberman, it will never be

thought out. It took a man in the Forest Service to think out the destructive distillation process. But this is not the only use for the waste. The greater the product the greater is the chance for experimenting, but who will be the first to do it? It looks as if it will be the same old story of each man waiting for the other. Result—progress retarded.

The losses are not only in manufacturing. There are losses in the handling from the mill to the yard, then in the shipment, poor systems which waste time, unintelligent handling of sales correspondence, lack of tact and courtesy as well, but greatest of all, lack of study and the getting of a broad, all-seeing viewpoint—the ability to "get out of the rut;" to look at your plant, your business and the lumber business in general from the point of a customer or a stranger, in another line. Lumbermen are too close to the lumber business. They should go out with an open mind and talk with men in other entirely different lines and visit other industrial plants making other products. That's the only way to get new ideas that can be applied to the lumber business.

What do you know about labor conditions outside of your own mill, and outside of what possibly Jim Smith or John Jones, the other lumbermen in your vicinity, tell you? This means labor in general, and it refers to the taking up of questions such as: What man is best suited for this job? What class of foreigners are best suited to other jobs? Upon what does a man's physical efficiency depend? What race of men are best suited for rough handling? What race for the finer work and for this, that or the other thing? These are questions that the ordinary lumberman will probably laugh at, but do you know that in the biggest industries we have today, the heads think so much of them that they employ specialists to just interview men and fit them in jobs? Yes, just ordinary labor. This means the making of a good organization.

Go into almost any sawmill or any lumber operation and you'll find that most of the men are paid the same wages. "Well, why shouldn't they be?" you say. You pay a man either for what he knows or for what he does (or at least you should). Now labor is either mental or physical. It is almost impossible to divide the line between the two, however, as even the most ignorant foreigner puts a small amount of intelligence into his manual labor.

Applied to the lumber business there are many men around your mill who have an unusual amount of brains and who are working simply in an ordinary job. On the other hand in the jobs where more brain-work is required, you probably have some men who don't use their heads as much as they do their hands. Don't you know that by putting the men who use their heads in the more important positions and using the ordinary laboring man for the job that doesn't require much head work, you can increase your efficiency in the plant? This fact should be kept in mind—use skilled labor for the skilled work and use cheap labor for the handling. In other words, get the basis of organization in this way and when you get good results from your skilled men, speed the work up; the cheap labor you can duplicate if they do not keep up in the handling.

In general, the lumber business must call a halt, recruit men from outside with their knowledge of the specialized features of modern business and industrial organization to work in with the lumberman's practical knowledge. Industrial and efficiency engineers are needed most of all, and lumbermen must not stand in their own light and say, "We never did it that way," or "you can't teach us anything."

Efficiency is new to lumber, but is three or more years old to other lines of trade. You watch the banking circles, in either times of panics or booms, because you depend on them to some extent. Yet, banking is a different industry. Why aren't you watching other lines of trade as well?

The judgment day for the lumbermen is coming. A few will see the light quickly—the majority will sit and wait.

The field of consumption of hardwood lumber narrows each day. We have been content to sit by and let the cement people and the steel people eat into our sales with their products. And they have won their way by keeping abreast of the times, by using aggressive

advertising and other forces. The last of your car plants is going over to steel, and soon there will not be a wooden car manufactured for any of the big railroads. The cement people are advertising stronger than ever. Manufacturers of steel doors and interior steel trim are every day strengthening their positions, and yet you lumbermen calmly sit by and wonder why sales are falling off! In this respect, much is to be done individually, but a stupendous task is before us collectively.

Are you one of the "You-can't-teach-us-anything" kind, or are you going to do your share individually and then collectively as well?

H. E. S.

#### New Ocean Freight Rates

The ocean freight rates for the new year have been announced, and in many instances lumber and log exporters have entered into contracts for their shipments during 1914. In the main the rates are the same as those that prevailed throughout the present year, though some changes will be put into effect. These changes affect hardwoods in particular, though all others are taken in. Under the new tariffs from Baltimore and Norfolk to ports in the United Kingdom the rates on lumber 18" to 23" wide, and an inch or less in thickness, will be about ten per cent higher than in 1913. On lumber 24" and upward and for all thicknesses and all kinds of lumber, the increase is twenty-five per cent. The flat rates are the same as those in force now. Exporters feel that the additions made are not warranted by the situation, but they signed contracts to prevent any possible impairment of the service. It was feared that if the shippers generally held back, the steamship companies might proceed to divert vessels to other ports, materially reducing the sailings, and so curtailing the facilities for shipment that the exporters would stand to lose more than they could possibly hope to gain. It was this consideration that prompted entering into commitments on the basis fixed by the steamship companies. The expectation is that while the rates might and should have been lower, they will not prove prohibitive, and that the general trend of prices will put the exporters into a more favorable position than that which they have occupied for months.

The statement of exports for November, compared with the corresponding month of 1912, is not calculated to afford much encouragement to the shippers except as an indication that stocks abroad must be getting quite low, the period of recovery being thus brought nearer. The statement shows that November must be added to the other months of 1913 conspicuous for a shrinkage in the forwardings to foreign countries, the total value of the exports being only about half of what it was a year ago, when it was \$283,955, against \$148,357 this year. Among the items in which the shrinkage chiefly occurred, oak must again be counted well near the top of the list, with oak logs also short and walnut shipments much lessened, but with an actual increase in poplar, and in the miscellaneous shipments designated as "all other kinds of lumber." There was a heavy decline in the shipment of staves and headings, the biggest item, however, being spruce from West Virginia. Of this wood not less than 2,568,000 feet was exported in November, 1912, against only 13,000 feet last month. Among the comparative figures

are the following:	1913		1912	
	Quantity.	Value.	Quantity.	Value.
Logs, Hickory	92,000 Ft.	82,660	71 000 17	82 0000
Logs, Oak			25 min Pt.	1 1 4 5
Logs, Walnut	100,000 Ft.	6.731	163,000 Ft.	11,633
Logs, All others	40,000 Ft.	1,900	23,000 Ft.	900
Lumber, Cypress			pojeom Pr.	250
Lumber, Oak	1,800 000 Ft.	62,434	2 998 0000 Pt	08 207
Lumber, Poplar	209,000 Ft.	67,722	193,000 Ft.	8,021
Lumber, Spruce		525	2,568,000 Ft.	76,300
Lumber, All others		16,902	300.000 Ft.	12,567
Shocks, Box			135,0000	1.4400
Shooks, All others	1,130	1,283	3.359	3,705
Stavés		1,790	152,745	9,640
Headings				12 080
All other lumber		20,420		11,8457
Furniture		2,084		2 727
Transmings				512
All other manufactures of				
Wind		26,281		27 (95)



# Some Wrong Uses of Hickory



The most common wrong uses of inckery occur when it is employed where other less valuable woods can fill the places as well or better.

It has long been a common practice in some places to take the most convenient were, whether it was good or bad, and whether it was suitable or not, and stick it in anywhere that it would answer. The custom is not so common as it once was because markets are better, and people have more correct ideas on the subject; but hickory still goes into wrong places.

It should never be made an ordinary timber. It is too valuable for that; has too many special and particular places to fill, which can be filled by no other wood as well. It ranks above all competitors for certain purposes, and it is waste, extravagance, bad management and poor judgment to degrade it to a level with inferior timbers by making it serve in ordinary and common places with them or in their stead. If it were so abundant that everyone could have all he wanted, it would be different; but that is not the case, and while some are practically throwing hickory away, others are obliged to pay high prices to get what they want, or unwillingly substitute some inferior material for hickory. The business is not balanced properly, or the hickory would go to its proper markets, and cease filling common places which almost any other wood might fill as well.

A specific bill of some of the particulars will illustrate this better than it can be done by commenting on generalities and formulating a lumberman's "tren commandments of shalt nots," as a guide to how not to use hickory.

Small rural mills in the whole hickory region, which means practically the eastern half of the United States, cut hickory logs at haphazard as they find them in the woods, and most of these logs are ripped into lumber and, unless a special inquiry is made, that is the last heard of this lumber. It seems to be 'flost in the shuffle.'

Three years ago Charles F. Hatch, of the United States Forest Service, went to work to find out what was becoming of this lost blickory. The study which he carried out was one of the most thorough investigations of the kind ever made in this country. He visited all of the leading hickory centers of the country, went into the woods from Louisiana to North Carolina, spent much time at small mills, watched the shipments of hickory, followed it to farms, factories, mines, and wherever else it went, and obtained a stock of information of the greatest value in locating the ultimate destination of the country's hickory output. He studied right uses as well as wrong, and he presented the most complete statistics ever compiled on the subject.

In the first place, he found that the sawmill cut of hickory, as reported by the Bureau of the Census, did not show much more than half of the total annual output. The equivalent of 22,000,000 feet a year is burned to smoke meat. The quantity cut for fuel, aside from what is burned for meat smoking, amounts to hundreds of millions of feet; but the fuel figures were only estimates based on the best guesses possible after studying the whole field. Nobody measures the hickory that goes into cordwood, mixed with other species, throughout nearly a million square miles of territory; but the total amount is enormous, and the estimate that it equals in quantity the sawmill output of hickory lumber is believed to be very conservative.

As far as the practice of converting hickory waste into fuel is concerned, it is to be commended; it is a correct use. Tops, limbs, knotty logs, and scraps that are good for little else, fulfill their highest destiny when used as fuel; but too often the cordwood cutter cares nothing about anything except his immediate profit, and he splits the finest hickory logs and stacks the billets with limbs, knots, and cuttings of various inferior woods, and the whole rick goes to the woodshed at so much a cord. Little the brick burner cares as he shoves into his kiln the hickory pieces which would make axe handles, buggy poles, sucker rods, or any other high-class product for which the best hickory is in so great demand. Good split hickory—none better ever grew—is used as smudge in smokehouses to keep skippers out of meat. Scraps would make as good smudge, and many woods besides hickory will answer. A bad practice, once firmly fixed, is hard to break up.

The scattered and ton of hickory timber is responsible for much of this wrong use. Men are not generally pirates—using and destroying without caring for the difference. They do not wantonly destroy, but do it without thinking, and often because they cannot conveniently do otherwise. Hickory is scattered. Forests of it do not exist. From 200 to 400 feet per acre is the limit in large areas. There is not enough to pay the millman to handle it in any way except to let it take its run through the mill with other logs, and go to the same markets with other mill-run stuff. That is why so much hickory goes to the wrong place. Specific instances where it has been found in common use—wrong uses in every case—follow: Bridge floors, barn floors and siding, grain doors, fences, piling, culverts, crossties, car stock, mine props, tramroad rails, cribs and wingwalls in dams in streams, lagging for mines, and detricks for oilwells.

Hickory is strong but decays quickly when exposed to weather. In many of the uses listed above it will not give as long service as the most common and roughest grades of oak, and therefore is not as good as they for those purposes. It is mighty poor policy to make bridge floors of wood good enough for golf clubs, or build bridge piers of stuff suitable for carriage poles or picker sticks.

Grain doors are the roughest, cheapest kinds of affairs. They are used to set inside of box cars, across the doors, to prevent grain from leaking out in transit. The cheapest lumber that will hang together, sap pine, sap poplar, buckeye or almost anything, will do. Hickory is monstrously out of place in such situations. It is like working a race horse in a mud cart where any old plug will do the work as well.

Building fences of hickory is even poorer business, because when the wood is alternately exposed in its raw state to rain and sun it not only decays quickly but is liable to warp out of shape. Few worse fates could befall hickory than to lay it as crossties. It is one of the poorest woods for such a place, unless treated with preservatives, and it is then no better than beech, maple, and elm. Fortunately the railroads, simply as an act of self defense, discourage the use of hickory for crossties, and doubtless this dislike for it causes some of the wood to find its way into more appropriate places.

The most noteworthy instances of the employment of hickory as mine timbers are reported among the coal operations in Pennsylvania. Props and lagging are expected to remain in use only a short time and are then abandoned in the worked-out portions of the mines. The hickory rots, crushes, and the mine roof caves in, burying the useless wood forever. Perhaps two or three months in such situations is all the service it gives. Had it been made into single trees and pick handles it would have remained serviceable for years, even in mines.

In the oilwell regions of Pennsylvania and West Virginia it is no uncommon thing to see derrick floors made of two-inch hickory planks, cut on a neighboring portable sawmill. The largest and best trees go to that unworthy use as readily as scrub oak or knotty pine. The millman rips out the planks, gets his price for them, and he has a clear conscience; the operator pays the price, places the planks as a mud-coated, grease-spattered floor, and his conscience is also clear. Yet, that same operator will send all the way to Arkansas to buy hickory sucker-rods thirty-five feet long, paying for them at the rate of \$200 a thousand feet; and at the same time he has better material in his derrick floor for which he paid twenty dollars a thousand, or less.

Thus, in big business as well as small, hickory is sacrificed to mean purposes. It is too good a wood for that. Every tree is needed by the industries which put the material to its best use. The alarm of scarcity has been sounded a long time, and it has been no false alarm, though the country still has a large supply, but it is widely scattered. The misuse of a tree here, and load there, and a cord somewhere else, amounts to an enormous total. In short, it is not improbable that more than one-half of the hickory cut from year to year is wasted by being wrongly used; and this is the world-famed "indispensable wood."



THE SPOOL MILL AND THE PERMANENT SHEDS



CORNER OF THE YARD AND TEMPORARY ROOFS



# Manufacturing Spools in Finland



#### Editor's Not

Finland and the New England states are competitors in the manufacture of spools, and together they supply a large part of the world's markets. The material used in Finland is white birch (Retula albar); in New England it is paper birch (Retula appaintera). The trees are very similar and the wood much alike in apparaance and grain. Methods of manufacturing differ. Henrik Cronstrom, who is associated with the largest spool factory in Finland and probably the largest in the world, is traveling in the United States studying manufacturing machinery and methods, and the article which follows is based on information furnished Hardwood Record by him while in Chicago carly in December. The establishment which he represents is the Auktiebolaget Kaukas Fabrik, Helsingfors, Finland. That city is about two hundred miles west of St. Petersburg.

The habits of the white birch of northern Europe resembles those of the paper birch in America. Both are quick to take possession of vacant land into which areas their winged seeds are carried by wind. Some of the largest birch forests of Maine and the adjoining regions occupy ground laid bare by fires years ago. The white birch of Finland is cut chiefly from stands which have taken possession of abandoned agricultural land. The logs which go to spool factories in Finland average a little smaller than those which reach to factories in Maine. The Finland birch ranges from diameters of four inches up to sixteen, the average being about ten.

Most of the large forests of Finland are within reach of navigable water in summer. In winter the severe climate closes all navigation. The timber is cut in winter there, as it is in this country, and is hauled to landing places where it can be loaded on boats the following spring.

The logs are cut into lengths approximately six and a half feet long. They are peeled as they are cut, but the peelers leave narrow rings of bark on the logs, about an inch from each end. It has been found that this prevents checking. The small checks may appear in the ends of the logs and extend back until they reach the band of bark, and they go no farther. Inch cuts from the ends of the logs are thrown away, thus getting rid of discolored wood and the checks.

The usual proportion of red heart in white birch trees appears to be less than in the trees of paper birch. It is so small that no effort is made to put it to use other than as fuel, while in this country the red hearts are used for brush backs and other purposes.

The Finland spool manufacturer takes good care of the logs when they arrive at the factory. They are carefully cobbed, and are covered with temporary roofs, or they are placed under permanent sheds, such as are shown in accompanying illustrations.

The logs are air-dried from one and a half to two years. Sap staining gives little or no trouble. The cutting and peeling are done when the weather is very cold, and before warm weather the surfaces of the logs are too dry for fungus to gain lodgement. It is found, however, that if logs are not peeled the wood is soon damaged by stain.

The process of converting the log into spools differs radically in



MANNER OF PILING WHITE BIRCH SPOOL LOGS



BIRD'SEYE VIEW OF MILL, YARD, AND HARBOR

Finland from the method used in this country. Here the logs are saved into squares which are seasoned and subsequently passed through the lathes. No squares or bars are saved in that country, but the log is cut into bolts, or disks. Blanks the size of the spool are cut out with a boring machine. The man who does the cutting rejects knots, red heart and other defects, to the end that time may not be wasted in passing through the lathes the wood which could not be made into perfect spools.

The same operation that cuts the spool blank from the bolt of wood bores its center. The hole facilitates the subsequent seasoning. Up to that point no kiln-drying is done, but the blanks, which represent spools in the rough, are then sent to the kilns where they remain until their moisture is reduced to ten or twelve per cent. The spools are expected to remain at about that degree of dryness in actual use. If made dryer before being passed through the lathes the wood will subsequently absorb moisture from the atmosphere and will swell out of proper shape. If not reduced to that state of dryness, seasoning will continue after the spools are finished, shrinkage will occur and the work will be unsatisfactory.

Few kinds of woodworking are more exacting than spool making. The spools must hold exactly the required number of yards of thread. The looms and other machines which use them are adjusted so delicately that the least variation in size causes trouble.

Two kinds of machines are in use for making spools after the blanks have been cut, bored and properly seasoned. One is operated by hand and produces from 12,000 to 14,500 per day; while the daily capacity of the automatic lathe is from 20,000 to 30,000. The yearly output of the Helsingfors factory is 288,000,000 spools.

The use of birch for spools is not accidental. Few woods answer for the high-grade spools. They are turned on the lathe at a speed so high that many woods could not resist the centrifugal force which tends to tear them to pieces. From 5,000 to 6,000 revolutions a minute are required. Birch is very hard, yet it does not dull tools like many softer woods. That is an important consideration.

Birch is cheaper in Finland than in this country. The average cost there is usually under four dollars a cord; in Maine the average exceeds seven dollars.

The articles manufactured by the processes described in preceding paragraphs are termed "yellow spools." The "white spool" is for silk, and its process of manufacture is somewhat different. The wood is cut in winter, the same as the other, but the work is hurried through. The blanks are cut from the green wood, and kiln-seasoning follows.

The supply of birch timber in Finland is large. There are still primeval forests in that country as well as extensive stands occupying land which was once under cultivation.



# The Lumbermen's Round Table



#### WHEN CANCELLATIONS HURT

One of the principal faults of the business as at present conducted is the tendency to cancel on slight provocation. Few buyers regard themselves as bound by an order in case they find they can do better elsewhere, and many a lumberman who has been figuring on using a block of stock in a certain shipment, and has declined other business because of it, has found himself holding the bag when the buyer wires to cancel.

This is particularly rough, however, on the dimension man, inasmuch as stock made up for one particular concern, according to its list of cuttings, is obviously not suitable for somebody else. Yet the irresponsible consumer now and then forgets this, and proceeds to jump over the traces if he finds that he could save a few dollars by having the work done somewhere else.

A concern in the dimension business was forced to call a halt some time ago when a customer tried to wriggle, although the order was already being put through the mill. It took a vigorous lecture on the facts of the situation to make the buyer understand that the business had to stick.

#### CONVEYORS FOR THE VENEER MILL

A manufacturer of sawed veneers recently made a suggestion which sounds good, although there may be some question as to its practicability which only actual experience could indicate. His idea is to get rid of the offbearers required for veneer saws at present by substituting a belt conveyor which would take the material from each saw and carry it to one man, who would be charged with the duty of inspecting and handling it, or trimming it if it were to be cut to any special dimensions.

"The offbearer is an expensive helper," said this manufacturer, "and is often unreliable. Many a time I have had a saw tied up because the helper didn't arrive at the mill after a holiday bout with King Barleycorn. By substituting mechanical means of handling the stock we would get rid of the offbearer and at the same time do the work more cheaply than at present."

Veneer men who have considered the suggestion believe that it is a good idea, but some of them are inclined to doubt whether it would work out in practice.

#### FIREPROOF PLANTS GROW IN FAVOR

A lot of people in the lumber and allied lines have learned that it pays to spend a little money to make the plant as nearly fire-

proof as possible, and many sawmilts have been put up in the South of late which are almost, if not quite, fireproof. Steel and concrete are the favored materials, and while the original cost is somewhat more than in the case of mill construction, the saving accomplished through the reduction in insurance rates is in itself a factor which makes the improvement a good investment, as a rule.

A veneer man in a southern mill town recently put up a plant which is just about fireproof. It has concrete foundations and floors, reinforced concrete walls, steel and concrete for the most part. The manufacturer considered the whole proposition with the fire insurance people, asking them to make suggestions as to the best possible type of construction. When he had finished his building, he asked the underwriters whether they regarded it as fireproof. They told him it was.

"All right, then," he replied, "I guess I'll carry my own insurance."

This was rather "putting one over" on the insurance men, and if it weren't for the danger of exposing large values in stock to the fire hazard, such a course would probably be commendable. As it is, the average business man, even though his building is fireproof, usually finds it worth while to carry some insurance.

#### KEEP UP WITH THE PROCESSION

There is such a thing as being too deeply immersed in one's own business. For instance, it is possible to be so interested in manufacturing lumber as to overlook general developments which relate to the lumber business just as much as to any other, and are of importance to all.

A lumber organization in a middle western city recently decided to have a number of outside speakers for the purpose of discussing matters of current interest in that community. The speakers were experts on their subjects, and opened the eyes of the lumbermen to matters which, as they soon realized, were of vital importance to the trade. For instance, until they had been addressed, the hardwood men did not know that they would probably be operating under a workmen's compensation law in the near future, not having kept up with developments along this line; and various other legislative matters affecting them and other employers were discussed, giving them their first inkling as-to the facts in this connection.

A good lumberman is a good business man generally; and every

good business man is on the lookout for changes in the general commercial situation which will affect him in any way. In addition to taking an active part in associations in his own trade, it is well worth his while to belong to organizations of a general nature, which have for their work keeping him advised of what is going on in the field at large.

#### HARDWOODS IN THE ENGRAVING FIELD

Manufacturers of photo-engravings have called attention lately to the fact that the use of sectional steel blocks as bases for plates is becoming more popular in the printing business. This is a matter of some general interest, because at present the engraver supplies a wooden block which goes into the form and supports the engraving during the printing process. This is a rather important consuming factor, also, for in view of the large increase in advertising and publishing operations, the use of engravings has likewise been placed on a broader basis. The engravers say that wood is not altogether satisfactory, and that steel is answering the purpose better, the sections being made small enough to enable any size to be provided. The situation seems to suggest investigation by those interested in the continued use of wood, with the idea of finding out the engravers' troubles and enabling him to dispose of them. Cherry and birch have been used in this field for the most part.

#### ONE ADVANTAGE OF THIN STOCK

At least one advantage of making thin lumber is that it can be put into the dry kiln as soon as cut, and shipped out promptly after being dried. In other words, the time required for seasoning on the yard is eliminated, and the turn-over of the capital invested can be accomplished in a much shorter time. Of course, trade conditions do not always permit the constant movement of stock from the mill to the kiln to the car, but when this is the case the rapid progress of the stock is in sharp contrast with the long tie-up of green stock of thicker dimensions on the lumber yard. In the same connection it is also to be noted that the concern which devotes itself to making thin lumber usually manages to build up a reputation in this respect, so that when consumers think of thin lumber they are likely to think at the same time of the concern which devotes most of its attention to this business.

#### GETTING THE FALL LIST

One leading manufacturer of dimension stock has decided to accept business only when the consumer is willing to give the manufacturer his entire list of cuttings. In other words, this concern figures that it can cut up the lumber to advantage only when it has the entire list to work on, and that to try to get out one or two sizes only, relying on orders from other sources to take care of the waste, is poor policy. It seems, from the experience of this company, that the business will gradually work itself out in this way. Consumers who decide that the dimension idea is a good one should be willing to turn all of their cutting operations over to the mill, instead of using the plan only on sizes which are most difficult to get out.



# Under the New Tariff



The tariff subject was worn threadbare a good many years ago. Tariff talks are nearly always dreary, and digging for facts among tariff figures is generally dry work. Still every business man in the country should find something of particular interest in the first month's business under the new tariff law which constitutes the first radical revision that we have had for some time. The figures for the first month's imports and exports since the inauguration of the new tariff have recently been supplied by the division of statistics of the Bureau of Foreign and Domestic Commerce.

Some have talked of jokers here and jokers there in the tariff bill, but the biggest joke of all has happened in connection with the first month's business; or rather, the biggest joke of all is in the fact that nothing happened. The figures show that notwithstanding the talks of flooding this country with foreign goods, and the stories by newspapers of every inch of bonded warehouse space being taken to store goods awaiting the new tariff, and the reports from various points of entry of extra help being put on to handle the rush, October, 1913—the first month under the new tariff—came near to being the smallest October for imports in three years.

The exact figures for October show a total of imports amounting to \$132,893,960. For October, 1912, the imports were \$177,987,986. For October, 1911, the imports were \$132,605,751.

If we hadn't had a new tariff law passed and if so many people hadn't said so many things about it and made so many predictions about what would happen, these figures would just be mere dry facts, and the total imports for the month of October would hardly receive a second glance. It would be regarded as just a normal month's business with perhaps a little tendency to sluggishness. But when we consider the things that were said and done by various industrial interests, "it is to laugh." The lumber fraternity made its plea against free lumber, and made it strongly; the beet sugar people maintained a press bureau at Washington with which they put up all manner of pleas for their industry, and predictions as to disaster that would follow free sugar. The wool people wooled around considerably, and on all sides and from every direction came protest enough to make one think that letting down the tariff wall would immediately bring such a flood of imports that disaster would follow.

There were millions of dollars worth of goods brought in, of course—that is usually the case, as our import trade runs into the

millions every month, but there were not any more millions than usual, and as compared to the activities in the export trade or import trade, was remarkably light. Moreover, while there may have been millions of dollars worth of goods piled up in bonded warehouses, there was probably nothing unusual in all this. A little parenthetical note accompanying the statistics says that the statistics for October, 1913, include entries under the tariff law of 1913 beginning with the fourth day of the month. The entries of the first three days of the month under the law of 1909, amounting to approximately \$13,665,000, are included with September totals. This raises the question if people stopped bringing in goods under the old tariff and were piling up, there should not have been any appreciable amount of entries during these first three days. Yet the figures show that the entries went on just about as usual.

If those who are given to waxing warm over tariff matters and their effect on the business world will just take these statistics and paste them in their hats where they can glance at them any time they feel impelled to discourse on tariff and its influence on trade, it should prove an effectual stop to spellbinding oratory on the tariff in the future. These figures prove quite conclusively that while the tariff may be a factor in business, there are many other factors that have grown bigger, and the tariff itself has become so insignificant in its influence that the new law doesn't make even a ripple in the flow oft trade.

The thing about this report of international trade under the first month of the new tariff that deserves serious consideration is our export trade. Our exports for October, 1913, amounted to a total of \$271,558,726, which was not only the biggest October business in three years but, as may readily be seen, it amounted to more than twice the total of our imports for the same period. It is, therefore, our export trade, especially the export trade in manufactured articles, that is the big factor in our industrial life. What we need is to foster and continue the development of this export trade for we have become a manufacturing nation requiring a world's market. Our exports of manufactured goods have long since passed the exports in foodstuffs in total value, and with the steady enlargement of equipment and the increasing number of industries the great thing to make the country prosperous in all its industrial branches is a wide market and a bigger export trade.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARD-WOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

#### B 621-Kicking About Grading Rules

The following correspondence is self-explanatory and is published without comment. Epiron.

Charles Nev 29 Editor Hyrowood Ricogn: Last summer there was tues by the National Hardwood Lumber Association. To such an extent was this, that it was my understanding that the proposition was dropped

I am just in receipt of a letter from one of our furniture manufacturers

as follows:

The National Hardwood Lumber Association has just recently put out a new rule of inspection which it is trying to put into effect. It was issued September 15 of this year. This reduces the grade of lumber about the second of th

#### The following reply has been written the above party:

Chicago, Dec. 1 .- I have your favor November 29. I think your correspondent's protest about the change in the rules of the National Hardwood Lumber Association to be not only ill-advised, but the statements are not borne out by the facts. The slight change in rules made at the last annual meeting of that association did not reduce the value of grades by two dollars a thousand by any manner of means. As a matter of fact, the changes were very slight and not of a character to reduce the value of grades to any appreciable extent.

The suggestion presented by your correspondent that buyers insist on purchasing stock on the basis of old rules would not be possible of accomplishment if the buyer desires to avail himself of the guaranteed, official inspection of the association, because the association would not permit its inspectors to pass on grades of lumber inspected on any other than its present system of rules.

Today the buyers have all the best of the lumber producers in the matter of national inspection, and if they are wise they will let a good thing alone .- EDITOR.

#### B 625-Seeks Oak Boards and Gray Elm

Liverpool, Eng., Nov. 29 .- Editor HARDWOOD RECORD: We have an inquiry for the following stock, and shall be glad to have quotations on same in carload lots :

1"x12" and wider prime coffin oak boards

%"x12" and wider prime coffin oak boards

1"x12" and up prime states Orhamwood (gray elm).

in 14' and 16' lengths, to include 25% 17" and wider, c. i. f. Manchester, stating date of shipments. Would also be pleased to receive quotations on prime Orhamwood boards 1", 1¼", 1½", 2", 2½", 3" and 4" thick, usual spacifications, for prompt shipment c. i. f. Liverpool.

Anyone desiring to communicate with this correspondent, may have the address on application, -EDITOR.

#### B 626-Broom Handle Stock for Tent Poles

Aurora, Ind., Dec. 8 .- Editor HARDWOOD RECORD: Can you give us information about parties getting out turned broom handle stock, which would be suitable for government tent poles which are about the size of an ordinary broom handle? These pieces we desire in maple sawed out to about 1" square or nearly so, and a little over 3' long, or the same turned. We will be under obligations to you if you can give us this information

The above inquirer has been supplied with the names and addresses of a few manufacturers of the stock sought. Any producer of the material referred to desiring to get in touch with this prospective customer, can have the address upon application .- Editor.

#### B 627-Rotary Cut Oak Panels Wanted

Ofsego, Mich. Inc. 11 Editor HARDWOOD RECORD: We are in need for immediate delivery of quite a quantity of rotary cut oak panels in 3/16 and 1/4" thickness, the longest length 1' 91/4" and the shortest 7%". These vary in widths from 4" up to 12".

This inquirer is a leading manufacturer of office furniture, and anyone interested in the inquiry, will be supplied the address on request. Enros.

#### B 628-Wants Connection for High-Grade Hickory Logs

Kinghorn, Fife, Scotland, Dec. 10 .- Editor Hardwood Record: We are exceptionally large users of hickory logs of the best quality for golf handles, but have not found the supplies available on this side of the ocean, i. e., at Glasgow, of sufficient quantity or quality for our trade. It has occurred to us that it would be an advantage were we to travel to the hickory centers which we understand are the states of Kentucky, Mississippi and Arkansas, and there choose the logs for ourselves and so brand them. We are wondering whether this would prove a practicable proposition. Perhaps, therefore, you will be so good as to supply us with the names of several large lumbermen in the best hickory producing locations, dealing largely in hickory logs, and what should probably be the price per cubic foot in the log, and how much for freight to the port

#### B 629-Wants Rating Book for Handlers of Wood

Wausau, Wis., Dec. 20 .- Editor HARDWOOD RECORD: Kindly advise me if there is a book of ratings published giving the ratings of concerns which deal in wood only.

This concern has been advised that as far as HARDWOOD RECORD knows there is no such publication, but if any readers have the information that this correspondent desires, it would be considered a distinct favor to write this office .- EDITOR.

#### B 630-Wants Oak or Hickory Chair Splits

Philadelphia, Pa., Dec. 17 .- Editor HARDWOOD RECORD: We have an inquiry for white oak or hickory chair splits % or 34" wide, 15' long. strand split for weaving seats in chairs, also called imported splits. If you know of anyone who manufactures, or can furnish these splits, we will be glad to communicate with them,

This concern has been given a list of firms who may be able to get out this stock, but others interested may have the address by writing HARDWOOD RECORD .- EDITOR.

#### B 631-Wants Thick Quartered White Oak

Chicago, Dec. 17. Editor Hardwood Record: We have an inquiry for some quarter-sawed white oak lumber 31%" thick to be used for casks. If you know of anyone who can supply this, kindly refer them to us.

This concern has been advised that the item it seeks is extremely difficult to secure. HARDWOOD RECORD will appreciate suggestions from any concerns in a position to handle such an order.-Editor.

### Clubs and Associations

#### New York Association to Hold Annual Banquet

The annual dinner of the New York Lumber Trade Association will be held February 19 at the new Biltmore hotel in the vicinity of the Grand Central Terminal. The hotel is the newest in New York and will open soon after January 1. The lumbermen will be among the first to meet in the banquet hall which is said to be the finest ever designed. The entertainment programme is in the hands of C. E. Kennedy, the popular wholesaler who has made a record as an amateur entertainer and knows all the headliners in the profession. B. L. Tim, of the Hirsch Lumber Company, another new man on the dinner committee, will have the selection of the menu. This is enough to assure the best in the land, for Mr. Tim is an epicure. Every effort will be made to make the attendance at this dinner the largest in history.

#### Sawdust Club Dines at Philadelphia

The Sawdust Club, which is composed of lumbermen who are members of the Union League, gave its regular annual banquet in the banquet room of the league on December 10. The room was ingeniously decorated to resemble a forest scene; the table with an elaborate fountain in full play as a center piece was banked with flowers, ferns and palms. and the immense chandelier was literally covered with orchids and other rare flora. The affair was as usual of a recherché character, and as usual was well attended. The menu cards of a studied artistic design furnished the souvenirs of the evening. John T. Riley of Charles S. Riley & Co. was toastmaster, and speeches were made by Dr. Martin G. Brum-baugh. John Gribbel, Hon. Charles R. Miller, governor of Delaware; William T. Tilden, president Union League; but Thomas L. Dailey, the prominent lawyer, was the chosen orator of the evening. The music consisted of a fine orchestra and solos by Harry Saylor, a popular baritone and member of the Kindling Wood Quintette, and Miss Mary G. Emmert, soprano. Among the other guests present were Byron Brill, Stewart W. Buck, L. G. Buckwalter, Frank L. Carre, James Sherlock Davis of New York, Hon. John W. Davis, Ell B. Hallowell of Hallowell & Souder, Robert L. Hilles, Frederick T. Jones, G. H. Kocherspeiger,

Secretar National Wholesale Lumber Grores A. Massey, D. P. Lews Dealers' association James ' Mitere Milden L. Savage George M. Smith, Harry Walters, and Re. 17 W. Weish. The occusion proved a joily one, and a liberal flow of wit and reparté kept the guests in roars of laughter throughout the evening. The committee to whom the success of the entertainment is done is a posed of W. H. Smedley of the Smedey Brothers Company From Res Sort estate of Daniel Buck, and Ralph Sonder of Hallowel, & Son,

#### News of the Manufacturers' Association

Section W. H. Weler et D. H. Gwood Manufacturers' Association of the United States recently returned to Cincinnati from a trip to Memphis and Little Rock, where he went to make the preliminary arrangements for the forthcoming twelfth annual meeting of the association, which is to be held at the Gayoso hotel, Memphis, Jan. 21 and 22.

Mr. Weller makes the statement that judging from the evidence he saw, the coming convention will be one of the biggest and most successful ever

held by the association.

While in Memphis, Secretary Weller had a conference with R. M. Carrier, Sardis, Miss.; J. F. McIntyre, Pine Bluff, Ark.; M. B. Cooper. Memphis, Tenn., and Ralph May of Memphis, in which plans for the meeting were discussed and definitely outlined. Mr. May assured Mr. Weller that the Memphis lumbermen appreciated the fact that their town has been selected for the convention, and are eager to do everything they can to make the stay of the visitors at Memphis a memorable one.

A committee is now at work on the entertainment, which will probably be held on the evening of January 21.

#### Hardwood Inspections in November

The official bulletin of The National Hardwood Lumber Association for December gives the total inspections for the preceding month at 13,698,-Of this amount 7,972,484 feet were credited to salaried inspec tors, and 5,725,832 to fee inspectors. John M. Pritchard tendered his resignation as chairman of the inspection rules committee, and it was accepted. He has accepted the position of secretary of the Gum Lumber Manufacturers' Association. A meeting of the board of managers has been called for January 13, 1914.

#### Annual Arkansas Club

The first annual convention of the Arkansas Lumbermen's Club was held in the travelers' rest room of the Marion hotel, Little Rock on December 13. At this meeting officers of the association for the ensuing year were elected as follows: C. A. Buschner, Freeman Smith Lumber Company, Millville, Ark., president; George W. Allport, Varner Land & Lumber Company, Geridge, first vice-president; A. W. Judd, Gates Lumber Company, Wilmar, second vice-president; W. J. Grossman, Forrest City Manufacturing Company, Forrest City, secretary-treasurer; O. O. Axley, Southern Lumber Company, Warren; Edwin Bower, Eagle Lumber Company, Eagle Mills; L. A. Baudine, Wisconsin Lumber Company, Huttig, trustees for the two year term.

All of these men, except Secretary Grossman, who was re-elected, having served in the capacity of secretary-treasurer for the club since it organized, are yellow pine men. The selection of all yellow pine officers in the association was done at the suggestion of the retiring president, J. F. McIntyre of J. F. McIntyre & Sons, bardwood manufacturers with mills at Pine Bluff. An effort was made to re-elect Mr. McIntvre to the presidency of the Club for another year, but he stated very positively that in his opinion, for the welfare of the organization, the officers should alternate from year to year between the bardwood and the yellow pine men.

The annual banquet was served in the evening to a large number of members and visiting ladies and gentlemen. At the dinner Mr. Buschner, the newly elected president, presided, and as toastmaster called upon a number of men for short talks. The occasion was a very enjoyable one.

#### Annual Dinner St. Louis Lumbermen's Exchange

The Lumbermen's Exchange annual dinner held Tuesday evening December 16, at Faust's Restaurant, was one of the most enjoyable held for several years. In addition to the local members present, several out-of-town members were present. During the dinner there was a cabaret performance

After the dinner was finished, there was a brief business session held. President F. H. Smith, presided, and after a few preliminary remarks, he introduced E. A. Buschner, president of the Arkansas Lumbermen's Club, who urged the lumbermen to unite in opposition to certain measures adopted in southern lumber camps in regard to labor, by the Industrial Workers of the World.

Following the talk, Secretary McBlair read his annual report, in which the year's work is reviewed. The total inspections of the year exceeded 6,000,000; a net increase of thirty firms in the membership was attained. and a deficit at the beginning of the year of \$200 was wiped out and a substantial balance on the other side of the ledger was secured. A new feature of the work for the year was the inauguration of a yellow pine inspection service; not only in St. Louis but in the yellow pine centers. The hardwood yards in St. Louis got together in a co-operative movement and issued two publications monthly. The St. Louis Buyer is sent to 2,000 lumber manufacturers in the producing states and 5,000 copies of the St. Louis Salesman are mailed to planing mills, furniture factories, carriage and wagon factories, car builders, and other probable purchasers in the consuming territory,

The report of the Traffic Committee of the exchange, of which Charles E. Thomas was chairman, was then submitted and was unanimously accepted. It stated that the Traffic Committee is opposing the proposed five per cent advance on railroad rates, so far as they apply to hardwoods. The committee does not believe that the lumber business, as a whole, can stand any advances in freight rates on its product at the present time, and is now paying its full pro rata of the revenue necessary to conduct the railreads of the country if they are conducted along economical and business like lines. It is claimed that if the value in dollars and cents of a car of lumber is compared to a carload of cotton or sugar, or other freight it will appear that the freight rates on lumber are much higher in proportion than they are on some other commodities that are often given preference in handling by the railroads, especially at certain shipped in cars does not burn up, nor is it so apt to be damaged in transit as some other freights that take comparatively lower rates, all

The report continued by saying that the time may come when railroads will be able to show that they are entitled to an advance in freight rates so as to increase their general revenue, but this does not necessarily mean that all rates should be advanced uniformly five per cent, simply because the railroads need the money. It would be a great mistake to make one industry pay an advance, if that industry is already paying a much greater rate on its freight in proportion to other lines of business, and if that industry is struggling along and is compelled to meet competition with substitutes, as the lumber business is at the present time. Steel and concrete and fibre have and will continue to take the place of lumber to a greater and greater extent, and the lumber industry requires rates so as to encourage rather than discourage the use of lumber. Doubtless there are numerous cases where the railroads are entitled to a raise in rates, so as to increase their revenue, but the raises should not be made on freight that is already paying more than its proportion.

The committee further reported that it has succeeded in having the advance rates to St. Louis from the southwestern territory suspended from time to time, and they are now suspended until July 1, 1914. rates, which carry on an average of from three to four cents advance per hundred pounds to St. Louis on hardwood lumber, would have taken effect December 1, 1912, if it had not been for the work of the Lumber-

to fight these proposed advance rates, which it now has in the hands of Joseph A. Hafner as trustee for the funds.

Henry A. Boeckeler, chairman of the Missouri rate committee followed

men's Exchange. The committee succeeded in raising considerable funds

Henry A. Boeckeler, chairman of the Missouri rate committee followed with his report, which was accepted. The report is as follows:

This committee of the exchange was appointed by President Smith after a general meeting held in September. Its work has been to investigate thoroughly the operations of the Intractate rates as fixed by Statute No. 5241 of Missouri and it is empowered to act—being, however, it is exposed to the state of the state of the highest incur any expense. Its investigations thus far have brought to light the fact that the railroads are giving shippers the beneit of the new law except where a two line or more haul is involved. The law states that a continuous mileage rate shall be applied regardless of the number of lines which carry a shipment. The railroads were instructed by the Public Service Commission to obey this portion of the law but the important ones have refused to do so and at a meeting of the committee was promised that Attorney Bean, for the Commission, would begin work or this immediately and has furnished the commission where the state is that the commission of the law by the commission. Nothing has been dethe, however, to date by the commission.

The final action Judge McPherson made necessary by the July decision.

Taussig and the Gideon-Anderson Lumber Company. Nothing has been dene, however, to date by the commission.

The final action Judge McPherson made necessary by the July decision of the Supreme Court of the United States has been promised a number of times. It was last promised for December 5 and according to advices received from the Public Service Commission is again promised for the 15th. This decision has not yet been handed down and until it is northing can be done in the direction of proceeding in the collection of these rates.

Thos. E. Powe, chairman of the Public Affairs Committee, offered a resolution urging immediate passage of the currency bill at Washington. After considerable discussion it was passed.

The reports of the two nominating committees for officers during the ensuing year were then received. The committee appointed from the floor, composed of J. L. Benas, chairman, and Geo. Cottrell and Thos. E. Powe. submitted the following slate

PRESIDENT—H. A. Boeckeler, View President, F. H. Smith, Directors—E. H. Luchrmann, Thos. E. Youngblood, T. J. Noser, F. E. Sheldon, W. W. Milne, Chas. E. Thomas, G. E. Hibbard, Armyratrox—F. J. Liebke, L. Krug, J. A. Hemphill, Robt, Abeles, Jr.,

The committee appointed by the chair, and composed of R. F. Krebs, chairman, Thos. J. Noser and A. R. Kingsverry, named the following as their selection :

PRESIDENT—F. H. Smith.
VICE-PRESIDENT—H. A. Boeckeler.
DIRECTORS—W. R. Anderson, L. E. Cornelius, E. H. Luehrmann, W. W.
Milne, Thos. E. Powe, F. E. Sheldon, Franz Waldstein.
ARBITRATION—J. L. Benas, E. W. Blumer, L. M. Borgess, C. A. Bowman,
R. V. Fletcher.

The election will be held at the rooms of the Exchange on January 2. Following the nominations, the meeting adjourned.

#### Cincinnati Trade to Entertain

There is a combined effort on the part of all hardwood lumbermen of Cincinnati to see that the visiting delegates to the convention of the Ohio Retail Lumber Dealers' Association to be held here at the new Hotel

Goson Today to the and Some with taken care of and properly entertimed that expected that there was become to one thousand visitors, and a splendid meeting is anticipated. Details of the entertainments and ... on of the most his have not as yet been arranged and due

There is a feeling of optimism among the hardwood dealers, the present dullness not having any effect or reflecting a continued dullness. After the test on the year dianet, are expecting a fair but not rushing busine after business opens up again. Conditions are right for this result, stocks being low in the consumers' yards, and manufacturers of lumber with fair stocks now on hand are running mills right along sharing in the confidence in the market held by the dealers.

#### Meeting of Philadelphia Wholesalers

The Philadelphia Wholesab Lumber Dealers' Association, inaugurated another social feature by inviting the retail lumber dealers and planing mill firms in Philadelphia and vicinity to a dinner given at "Kuglers," December 17. It was strongly emphasized that the dinner was not given with the object of embarrassing the retailer, or in any way make him feel obligated to buy from members of this association, but for the purpose of bringing the wholesalers, the retailers and the planing mill men together for mutual good, and ultimately for the welfare of the city. The guests were given to understand that if the Philadelphia wholesalers do not sell as cheaply or furnish as good material as could be found elsewhere, they were justified in buying elsewhere. One hundred and twenty-two diners sat down to a banquet which could have made suggestions to the famed At each plate was a pamphlet giving a concise history of the wholesale association, its direct purpose, and for general edification was divided into short paragraphs.

divided into short paragraphs.

"The members of the association know very well that they must be economic and necessary agents in the distribution of lumber.

"They can surely maintain this supremacy in the patronage of their friends, the real dealers through the advantage of their convenient location, their organization and system; their established character, their knowledge of sources of supply, the consumption of the same, and their loyalty to established trade ethics.
"Buyers of lumber may absolutely rely upon the moral endorsement and support of the association in any contract one of their members may make."

It then gave the list of the members of the association.

The banquet room was handsomely decorated with the national and state colors. The music was consigned to the efficient Jerry Shaw and his After cigars were passed around, President Owen M. Bruner addressed the guests, telling of the advantages which the association offers and of the efficient work of its committees.

The further conduct of the meeting was in charge of Robert G. Kay, chairman of the committee on the dinner to the retailers. Mr. Kay opened his speech by saying that this meeting had made him ten years younger. He had met at the meeting old men and some younger men he had not seen for years. "This is a get-together meeting," he said, "to benefit them all, and for the city of Philadelphia's welfare as well. want to do each other all the good we can, to work together to get the great 1,700 foot dry dock brought to League Island, and also in behalf of other great improvements now in prospect." Mr. Kay then introduced Frederick S. Underhill of Wistar, Underhill & Nixon, who said in part:

"Since you have received the invitation to come you have probably several times raised the question as to why you were invited here and what motives were behind the invitation. We want to assure you that our motives are not altogether selfish, although we are frank to state that we have a sincere conviction that benefits will come ultimately,

"The first essential point that we desire to emphasize is that where there is such a strong representative community of retail merchants and in the same community such a body of responsible, aggressive, wide awake wholesale merchants it is self-evident that a substantially good and real individual advantage to all concerned is sure to result from a spirit of mutual interest and co-operation.

"The second point is that every person here, because of his present identification with the lumber trade, is interested in maintaining a permanent market for lumber. Regarding every item of lumber that you handle the manufacturers of cement and other substitute materials have been pouring into the ears of the architect underwriters, real estate men and carpenters many points that are apparently convincing and the result is that quite a number of these people already are altogether against lumber or are prejudiced in favor of the substitute to the detriment of lumber. If they are allowed to continue their missionary work without any systematic, practical, coherent work on the part of those who depend upon the lumber trade for a livelihood the result is surely a menace to your interests and ours. We want you to know that we propose to counteract this substitute propaganda.

"The third point and last that we will emphasize at this time is that the members of this association have recognized the ethics of trade and in seeking a market for their wares have fairly considered your welfare."

Mr. Kay then introduced Benjamin Stoker, of George W. Stoker & Son. president of the Lumbermen's Exchange, as a retailer who buys ninety per cent of his lumber in Philadelphia. Mr. Stoker said in part:

"In the city of Philadelphia today we are represented by from sixty to sixty-five retail yards. We employ from 1,500 to 2,000 people. We have an investment of about \$10,000,000 in lumber of all kinds. We carry about 100,000.000 feet of lumber ready for immediate delivery. We are as necessary as the baker, the grocer or any other retail business. If we should all conclude to close our gates for thirty days the business of our

city to a large extent, would be paralyzed, and so I have concluded that we are somebody and our business is worth while, and yet, from a retail point of view, present conditions seem to have us all aguessing and some of us. I fear, agoing,

"Philadelphia has ceased to be a quaker village, has become a great metropolis, the best and truest American city of them all and known throughout the world as the city of homes and brotherly love, and we as lumbermen, both wholesalers and retailers, have had our share in the making of it."

Herbert P. Robinson, of Miller-Robinson Company, was next called upon by Mr. Kay. Mr. Robinson said he in the past had depended on the wholesaler to a great extent and had been much benefitted by the knowledge obtained. He said he could not please all of the local men because they come too fast. For complaint of wholesaler as to not getting enough trade from the retailer Mr. Robinson gives for a reason that the lumber merchant rarely calls on a customer. "We want to see the boss once in a while," he said. "The local firms should trade with one another," was his opinion. "Although there were rarely any trouble or kicks coming, it would be a better arrangement, for it is easier to make proper adjustments and to settle with local men than with mills."

Mr. Kay wound up the evening with the oft repeated epigram "Live and let live," adding "Let us help the men who help you." ated the explanation that the evening's affairs were for the exclusive purpose of getting all the lumbermen in close touch for mutual as well as the

#### St. Louis Club Appoints Committees for 1914

J. A. Reheis, the newly elected president of the St. Louis Lumbermen's Club, has selected the following committees to serve during the ensuing year: It is the purpose of the new administration to push the affairs of the club along business lines to the fullest extent.

the club along business lines to the fullest extent.

EXTERTAINMENT COMMITTEE—R. J. Fine, chairman; W. W. Tilden, W. W. Stephenson, Gny B. Fullon, Chas. Antrim.

TRAFFIC COMMITTEE—T. C. Whitmarsh, chairman; E. E. Eversull, S. H. Fullerton, J. W. Putnam, F. E. Sheldon.

MEMBERSHIP COMMITTEE—H. J. Riledling, chairman; Otto Pfeffer, W. W. Dings, B. B. Kennedy, J. E. Mink.

ARBITRATION COMMITTEE—Hans Wachsmuth, chairman; Chas. C. Curry,

A. F. Pendergrass, Carl Holekamp, R. T. Wintermann.

STATISTICIAS—W. F. Biedermann, E. T. Wintermann.

STATISTICIAS—W. F. Biedermann, E. G. K. Jennings, Chairman; Herman von Schrenk, F. LEGISLATION AND PUBLIC APPLIES COMMITTEE—E. C. Robinson, chairman; Julius Seidel, C. W. Jurden, Geo. K. Smith, Stephen J. Gavin.

#### National Wholesalers to Meet at Buffalo

The Board of Trustees of the National Wholesale Lumber Dealers' Association met in New York, December 18, and decided on the date and place for holding the next annual convention. The big meeting will be held March 4 and 5 at Buffalo, N. Y., hotel or meeting place to be chosen later. The association had invitations from many other cities, among others Memphis, Philadelphia, Boston, Nashville, New Orleans and Colorado Springs. Buffalo was chosen at this time because of its convenience of location for members in the States and Canada, and furthermore it is many years since this association met in Buffalo. As usual the meeting arrangements and entertainment features will be under the direction of the executive committee, the association acting as host at the dinner,

#### Forest Products Exposition Bulletin

Definite shape is taking the place of the preliminary generalities of the Forest Products Exposition and within a short time there will descriptions of proposed exhibits, the working plans of some of the associations, companies and individuals, and the general program of the great undertaking for the exploitation of American wood. In order to insure the proper amount of demonstrating material showing the operative working of the Forestry Service, a bill has been prepared for Congress to appropriate the sum of \$10,000 for the preparation and maintenance of an exhibit of the forestry division of the United States Department of Agriculture at Chicago and New York. The management of the exposition is in communication with public authorities and private concerns in the Philippines and Panama, while a number of Canadian interests are studying plans for active participation.

An effective argument in exploiting the Forest Products Exposition is the personal discussion of the purpose, plans and progress as presented by Manager George S. Wood or his representative at the various trade conventions and meetings. During January and February Mr. Wood will visit the principal meetings of the country in the various branches of the industry, covering practically every point of the compass from Chicago and making his home in a Pullman car. The active participation of clubs and organizations, as well as the individual concerns, is being developed along lines that promise successful results.

Many applications for space have been received at the headquarters in Chicago, representing the general interest throughout the trade that is being taken in this shop window of the industry. One of the difficulties anticipated by the management at the outset was that of reaching the people and interests whose participation would be essential to making up a complete story of American wood, but the co-operation of associations and concerns throughout the country has spread the news until nearly every angle of the trade seems to have been reached, according to advice received by the management. A number of the leading organizations do not hold their meetings until January and February and while assuring cooperation and representation, they have been unable to take official cognizance and prepare physical plans. Manager Wood is urging upon all prospective exhibitors the value of preparing their exhibitors no portable form as far as possible, not only for shipment from the original point to Chicago, but for facilitation of another rapid movement from Chicago to New York.

The management expects to make arrangements for one and possibly two sections of special freight train running on passenger schedule from threago to New York, although the details of transportation arrange ments must be assumed by the exhibitor.

It is reported that no industrial exposition in years has stirred the merest in the last as the Forest Products Exposition, which its significant to the industry of a stimulated action in the right direction, especially in view of the readjustment of trade standards and conditions with the opening of the Panuma canal.

#### Southern Hardwood Traffic Bureau Increases Quarters

On December 16 the governing loard of the Southern Hardwood Traffic Bureau of Memphis decided to increase the working quarters to more adequately accommodate the constantly growing duties of that bureau. A committee was appointed to decide upon enlarging the quarters, this committee being composed of James E. Stark, Walter Darnell and C. D. Hendrickson.

The annual election of the bureau will be held on January 6 and the president, vice-president and five directors will be chosen.

#### Memphis Club Election

The annual election of the officers of the Memphis Lumbermen's Club, held Saturday, December 13, resulted in the choice of J. D. Allen, Jr., for president; C. D. Cadell, secretary; T. E. Jones, O. M. Krebs and J. F. McSweyn, directors. The campaign for election has been energetically carried on and the resulting vote showed the keen competition between the blue and red tickets. In the presidential election Mr. Allen on the blue ticket won out over S. M. Nickey, bis opponent on the red ticket, by only five votes. Inasmuch as the red ticket secured only two of the election, the result was a decided victory for those sponsoring the candidacy of the blue ticket. Practically the entire membership of 150 was in attendance and voted.

According to the usual custom, each of the newly elected officers and directors made a speech following the announcements of the balloting in each case. The next regular meeting of the club will take place January 10, when the newly elected officers will be installed.

F. E. Stonebraker was in charge of elections and was assisted by D. C. Major and C. D. Hendrickson, who acted as judges. John W. McClure and G. C. Ehemann were clerks.

Following the election the members were served with a buffet luncheon and then followed the business session, during which a resolution was passed extending to Senators Shield and Lea and Congressman McKellar of Tennessee a vote of thanks for their efforts to secure for Memphis one of the regional reserve banks which will be started under the new currency measure.

### With the Trade

#### Dailey and Allen Lumber Company Starts Business at Pittsburgh

A new bardwood concern in Pittsburgh is the Dailey & Allen Lumber Company at 920 Farmers' Bank building. Fred C. Dailey, senior member of the company, was for several years an all around lumberman in Pittsburgh, before going to the Wilson Brothers Lumber Company, where he has been fourteen years and where he was a director the past few years. He is one of the best known salesmen in Pennsylvania.

Robert Allen started as an office boy with Willson Brothers, and for the last two years has been secretary of that company and also manager of its traffic and hardwood department. He had quite an extended experience also as a salesman in the eastern market. The concern expects to make a specialty of hardwood and is arranging to have one of the best cypress agencies in this part of the country. It will also handle oak flooring in particular, as that stock is much used but often very hard to get in this district.

#### Boston Firm Prepares for Opening of Canal

Lawrence & Wiggin, hardwood dealers, Boston, have been very busy of late making preparations to handle large quantities of Pacific coast lumber upon the opening of the Panama Canal. They have purchased a large tract of land in Charlestown on the water front adjoining to \$2,500,000 warehouse property in which this concern is interested. The additional property will be used in part as a lumber yard. The new purchase gives the company about twelve acres. The property contains two and one-half miles of railroad tracks, and the wharf has five large berths for vessels. The unloading of the lumber from the steamer will be done by cranes, and the company states it will be able in this way to unload 1,000,000 feet a day.

Lawrence & Wiggin are planning the largest wholesale lumber yard in the East. It is said they will carry a stock of fully 15,000,000 feet at all times. They are interested in the recently organized steamship company to be known as the Boston-Pacific Steamship Company. Mr. Wiggin states that this company has twelve steamers that it can use in this service. These steamers will bring lumber from the Pacific coast to Boston and will go back loaded with a general cargo. The company will be able to store merchandlse in a very large way and to load direct to the railroads for shipment west or south.

#### George G. Roberts Company to Open New Mill

The George G. Roberts Company of Gerrens, Miss., a point about twenty-five miles south of Memphis on the Yazoo & Mississippi Valley rallroad, announces that it has in course of construction a band mill that will be ready for operation about the first of February.

The plant will be equipped with a Smith, Meyer & Schnier 8-foot mill with a capacity of 35,000 feet a day. In addition to this the company is now operating a circular mill at the same point and turns out about 25,000 feet of lumber per day. This company owns about 40,000,000 feet of oak and gum stumpage within a reasonable distance of its mill operation.

#### Chicago Veneer Company Moves General Offices

The Chicago Veneer Company of Burnside, Ky., announces that it has just moved its general offices from Burnside to Danville, Ky. This move was made necessary on account of increasing business, and it is hoped it will result in obtaining greater efficiency in looking after the wants of the trade, and in facilitating the handling of the business.

The company's force is very pleasantly located in new offices, which are thoroughly equipped with up-to-date equipment and modern office appliances. The plant at Burnside is in full operation, and the change in offices will not cause any interruption whatever.

#### To Reorganize Furniture Factory

It is reported from Brenham, Tex., that there is a movement on foot to re-open the Brenham furniture factory which has been idle for the past few years. The plan is to reorganize a new company, raise the capital stock, and install new and improved machinery for the purpose of manufacturing furniture from local woods. An option has been secured on the plant.

#### Another Hines Purchase Reported

It is rumored that the Edward Hines Lumber Company of Chicago is figuring on buying the plant of the John H. Kaiser Lumber Company at Eau Claire, Wis., and its holdings in Sawyer county, Wisconsin. Mr. Hines recently visited the Eau Claire plant to inspect it. While the report is merely a rumor, it is given credence and it is stated that if the deal goes through it will involve the exchange of \$1.500,000, including the plant and timberlands.

#### Wood-Mosaic Company Building Excellent Plant

In this connection is shown a cut of the new mill of the Wood-Mosaic Company, which is being erected at New Albany, Ind. The former mill was burned out on the first of August, 1913, and the plant is designed along entirely different lines. The structure will be of brick, steel and concrete throughout, and the flooring will be a form of non-absorbent paving. The mill will have a capacity of 25,000 feet of lumber; 45,000 feet of flooring and 30,000 feet of veneer. The dry kiln will have a capacity of 1,250,000 feet a month. It is expected that the mill will be completed about the first of February, 1914.

The other mill of the company at Highland Park, Ky., will be built for manufacturing humber only, and is also of concrete and steel construction. The cost, including the double band mill and the battery of dry kilns, will be \$60,000.

The New Albany plant will cost, including the modern electric power plant, \$150,000. It is expected to have this plant a model in every way.

The company has thirteen acres of ground and is going to plant grass and shrubs around the office building, the drives, etc. This modern plan will be carried out generally.



NEW PLANT OF THE WOOD-MOSAIC COMPANY, NEW ALBANY IND., IN COURSE OF CONSTRUCTION

#### Cyrus C. Shafer to Incorporate

et a. (C. Shatt et Sotin L. C. Ind., and a mean of a Societa at world form [1], 1913.

C. Shatt Tumber expanding Mr. Shatter is defented at the Cyans C. Shatt Tumber expanding Mr. Shatter is will in no way affect the operation or administration of the Cyan Societa at 1813 to 1823. And the Mr. Shatter is decreased werk done by his assistants in the office, and the incorporation is only a means of canabling them to share in the company's profits.

The capital stock will be \$500,000, paid up, and the one of interest of parties in the organization uside from Mr. Shafer will be his assistants non-who have been with him from three to fifteen years.

The business of Cyrus C. Shafer offers a striking illustration of the successful results to be attained through specializing. His business has practically doubled each year. He started in 1890 at Milford, Ind., with a capital stock of \$1,500, and twenty acres of timber. He owned there a sawmill with a capacity of 3,000 feet per day. Since that time, as stated, his business has been increasing remarkably every year, and the annual sales now aggregate about \$1,000,000.

The scope of the company has increased to the extent that it has a number of receiving and distributing yards at different points in the country, chief among which are the yards at Cairo, III., and Troy, Tenn. The Cairo yard is known as the main distributing yard. This yard has the advantage of being on three trunk lines and of having four-fifths of a mile of private siding. The capacity of this siding is 109 cars and it is not at all uncommon to have fifty and sixty cars on the tracks at one time. This yard has a handling capacity of 200,000 feet daily, and maintains a corps of twelve or thirteen inspectors under normal conditions. It may be remembered that on April 28, 1913, the company loaded out from the Cairo yard forty-two cars of heavy oak in a single shipment on a special train, this stock being loaded on the two days of April 27 and 28.

The Cyrus C. Shafer Lumber Company will carry as heretofore an unusual assortment of stock, specializing in heavy oak and also handling considerable quantities of ash, hickory and poplar, although it can take care of orders for all other southern hardwoods.

Cyrus C. Shafer is president and general manager of the new company and John R. Shafer, his brother, secretary and treasurer.

#### Some Unusual Oak Veneer Logs

In this connection is shown a small part of the oak veneer logs on the yards of the Fred W. Black Lumber Company, Chicago, which for perfect symmetry, size and general soundness are allogether remarkable. This company has been doing a big business in sawed oak, and is bringing in some stock that is sure to give the firm a reputation for handling the right kind of veneers.

The logs in question average forty-one inches in diameter, while sixty-five per cent of them are thirty-two inches and up, and none are under twenty-eight inches.

This picture shows but a small portion of the log yard of the company, but is reproduced herewith because it gives an accurate idea of the remarkable roundness and the sound condition of the logs. At the left is



PART OF A SHIPMENT WHITE OAK VENEER LOGS ON THE YARD OF THE FRED W. BLACK LUMBER COMPANY, CHICAGO,



CYRUS C. SHAFER, SOUTH BEND, IND.

to be seen a small corner of a large pile of mahogany legs, which class of material this company is constantly receiving.

#### Death of Hovt H. Green

Hoyt H. Green, seventy-seven years old, president of the American Hardwood Lumber Company, St. Louis, Mo., died last week in Cleveland, O., at the home of his daughter. Death was due to the infirmities of old age.

Mr. Green retired from active business about two years ago when his health began to fail, but still retained his interest in various enterprises, among them the lumber company.

Mr. Green was born September 15, 1836, in Colerain, Mass. He was educated in the public schools. He entered his life's work, in the foundry of Geo. W. Sizer & Co., in Cleveland. Later he went to the Mowry Car Wheel Company in Cincinnati. He came to St. Louis in 1856. With his brother, D. P. Green, as a partner, he started the firm now known as the Green Car Wheel Company. The firm was known as D. P. Green & Co., until 1864, when it was incorporated under its present name.

Shortly after he came to St. Louis Mr. Green married Miss Julia Moore. Mrs. Green died twelve years ago. Mr. Green was also president of the Amer-

ican Hardwood Lumber Company, and vicepresident of the Williams Patent Crusher and Pulverizing Company, During the war he was a member of the Missouri Home Guard. He was a prominent Mason and a member of the Mercantile and Recreation clubs in this citr.

#### New Chair Factory Opened at Chattanooga

W. S. Milne of Chattanooga recently formally opened his chair factory, the ceremony being witnessed by about one hundred invited guests. The factory is modernly equipped throughout and is furnished with complete electric drive.

#### W. D. Young & Co. to Increase Plant

It is reported from Bay City, Mich., that W. D. Young & Co. are to increase their capacity by the erection of a factory building for the purpose of manufacturing the finished product for the Aladdin houses of the North American Construction Company. The contract will necessitate a complete new equipment with special machinery for this particular work. The new plant will be located adjacent to the flooring factory and will be 115x400 feet, constructed on the unit plan with all modern appliances,

#### E. Sondheimer Company Pays in Full

It was reported that the E. Sondheimer Company of Memphis, Tenn., recently paid its creditors in full and that the business is returned to the stockholders. The amount paid during the last two years aggregates from \$700.000 to \$800.000 with interest at six per cent. This getting back to its former status by the Sondheimer company will undoubtedly be welcomed among the many friends of the principles of this concern.

#### Exceptional Yellow Pine for Veneering

In this connection is shown a photograph of a carload of unusual yellow poplar which was recently received at the plant of the Knoxville Veneer Company, Knoxville, Tenn. The carload of logs, as seen, all came from one tree and are altogether unusual in their fine symmetry and large size. These logs will be cut into veneered door stock.



SOME YELLOW PINE VENEER LOGS THAT ARE QUITE UNUSUAL IN CHARACTER. RECEIVED BY KNOWHLE VENEER COMPANY, KNOWHLE, TENN.

#### Buys Virginia Hardwoods

A tract of 25,000 acres of burdered timber in southwestern Virginia was recently pure massed by the Contact of Timber Corporation for the sum of \$250,000. The deal carries with it only the timber nights, while the coal rights are reserved by the better owners, being valued at \$250000000.

#### East Jordan Lumber Company Loses Mill

At six o'clock on the afternoon of Wednesday, December 17, the bendock until known as Mril B of the Past Jordan Lumber Company at East Jordan, Mich., was totally destroyed by fire. The configuration consumed the mill structure and destroyed the circular mill with a band resaw. The resulting loss was \$20,000, of which \$13,000 is covered by insurance. The company announces that it already has under construction a larger and more modern plant. Mill A will operate day and night until the new mill is finished, but aside from this, operations will go on about as passal.

### Pertinent Information

#### Splicing a Sand Belt

There has been great development in late years in belt sand papering machinery, and nearly every wood-working institution in the country is now a user of some machinery of this kind. But the development of a sand belt for such rachinery has not been what night be called successful, inastench as the ordinary in also for bening them left the belt thicker at the joint than anywhere else, which joint passes over the work with a jerk, causing imperfections on work, and making the life of a belt yery uncertain.

A means for cutting and perfecting a tapered or beveled joint has been Racine, Wis. It is claimed that its machine takes a roll of material, cuts the tapered joints to the length of belt required, passing it on through and re-rolling on a spool through which a rod can be run so that the roll may be lumz on brackets for convenience in handling. When a belt is wanted, all there is to do is to unroll to the joint, cut off and cement the tapered ends together, which makes a perfect belt with the joint no thicker than any other point on it. The ordinary method has been to measure and cut off a desired length from a roll of material, and then glue a strip across the two ends, which, of course, left a joint.

#### A New Lumber Piling Jack

There is on the market a device which insures the piling of lumber of all kinds without injury to its surface. It facilitates piling on account of the ease and rapidity with which this work may be done. The device consists of a head on which are mounted a series of pointed teeth. These being inclined slightly enable the lumber to be pushed upward along their surface, but prevent it from slipping downward. The head may be easily revolved in any direction. A spring attached to the side of a head brings it to its original position as soon as the board releases it, so that the jack is always ready for instant action.

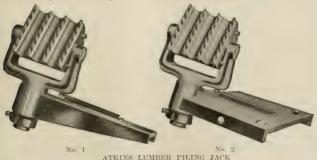
The heaviest and widest boards may be handled without danger of marring their face or of splitting, as is apt to occur where a pointed stick or post is used.

In the accompanying illustration No. 1 is to be attached to a squared pole and inserted between the layers of lumber at any point desired. No. 2 may be fastened to the top of a 4x4 post or to the upright of a yard truck.

The jack is manufactured by E. C. Atkins & Co., Inc., Indianapolis, Ind., and was ready for delivery anout Nov. 1.

#### Short Day on Saturday Unlawful at Arkansas Mills

In the newspapers of the Southwest of late there has been a gread deal said by Arkansas State Labor Commissioner J. C. Clary, in regard to sawmill operators violating the law which provides against working



the employes for more than ten hours per day. Under the custom that has grown up in the state, mill operators have heretofore worked their men for ten and one-half hours daily during the first five days of the week, in order that the men might be able to get off two and one-half hours earlier on Saturday. This practice, Commissioner Clary contends, is in violation of an Arkansas statute. Recently Commissioner Clary called on Attorney General Moose for an opinion in the matter, and in



THE MODERN WAY OF SPLICING BELT SANDERS

reply Judge Moose said in part as follows: "You state that some of the sawmills of the state have adopted the custom of compelling their employes to work ten and one-half hours five days in the week and seven and one-half hours on Saturdays, which on the average make ten hours a day for the six working days. You ask whether that is lawful under the provision of the act aforesaid. I do not think it is. Section 1 of the act provides that ten hours shall constitute a legal day's work for all classes of working men and laborers engaged in the operating and constructing of saw and planing mills in this state. If ten hours is a legal day's work, ten and one-half hours is not legal.

"You will observe, too, that the act provides for a day's work, and not a week's work. If it is lawful to work ten and one-half hours the first five days, it is lawful to work fifteen hours the first four days of the week and then compel the men to do nothing the remainder of the week. You will also notice that in Section 3 of the act, it is provided that each day's violation of this act or any part thereof shall be considered a separate offense. The act provides that nothing therein shall prevent the employer or employe from contracting for a less number of hours for a legal day's work than is mentioned in Section 1, but it does not provide that they may contract for a greater number of hours. So it is my opinion that when the company operating the sawmill requires its employes to work more than ten hours in any one day, it violates not only the letter, but the spirit of the act."

The millmen say that by this agitation Commissioner Clary is going to work a hardship on the employes rather than upon the mill operators. They state that the practice of working the men for ten and one-half hours per day for the first five days and thereby allowing them to get off two and one-half hours earlier on Saturday, has grown up at the request of the employes; that so far as the manufacturers are concerned they would much prefer having six days per week on the uniform time of ten hours. They also state that if they are not to work the repair men after the 6 o'clock whistle blows in the evening, it will mean that the plant will have to be closed down when repairs are necessary, and thereby the employes will be forced to lay off. This, the mill men contend, is harder on the employes who depend on their time for their living than it is upon the mill operators.

There may be fifty per cent of waste in manufacturing narrow hardwood and parquetry flooring but this product helps helps save a lot that might otherwise be waste for the mill man

### Hardwood News Notes

#### ────≺ MISCELLANEOUS ≻───

The Arkansas Hickory Company has been incorporated at Marvell, Ark. The concern has a capital stock of 85 000.

The Copp's, Zook & Mutschler Company of Nappanee, Ind., announces that Albert and Chartes Mutschler have withdrawn.

The Leigh Hands Company has been meorporated at Bridgeport, La., with a cantal of \$15,000

The Maple Chair Company of Shandaken, N. Y., has sold out to the

The Foss Woodworking Company has incorporated at Cleveland, O., under that name, the capital stock being \$10,000,

The Huddleson Lumber and Supply Company has been incorporated at Huntington, W. Va., with a capital stock of \$50,000.

#### ——— < CHICAGO >——

W. S. Sterrett, sales manager for the M. B. Farrin Lumber Company, Cincinnati, spent several days in Chicago on business recently.

Frank Donnell, sales manager for Young & Cutsinger, Evansville, Ind. was in Chicago for a couple of days recently on a hurried business trip.

Henry Ballou, general manager of Cobbs & Mitchell, Inc., Cadillac, Mich, was in Chicago for a few days of last week, accompanied by Mrs. Ballou. The purpose of this visit was to take care of some necessary shopping in connection with the Christmas season.

T. H. Dunlap of the Dunlap Lumber Company, Nashville, Tenn., spent a few days in Chicago recently.

F. W. Dugan of the Dugan Lumber Company, Memphis, Tenn., spent a few days of last week with the local trade on business.

Thomas McFarland, the hardwood man of Cairo, Ill., visited the local trade recently.

Robert Malsey of Malsey & Dion, Chicago, left on December 17 for a buying trip of several days' duration to mill points in southern Tennessee. Mr. Maisey said he expected to pick up several large quantities of stock.

HARDWOOD RECORD acknowledges a very handsome publication issued by the Northern Hemlock & Hardwood Manufacturers' Association, through its secretary, R. S. Kellogg. The booklet is designed to increase the sale of hemlock, and judging from its character it should certainly do so. Mr. Kellogg is to be congratulated.

The Lumbermen's Club of Chicago held another of its informal dances at the club rooms on Wednesday evening, December 17. As at former and similar functions, Miss Ruth Stonehouse was engaged to teach the new dances.

HARDWOOD RECORD acknowledges the receipt of a very valuable book entitled "The Tribulations of Tim Burr Owner." The pamphlet is well printed and illustrated with pen drawings, each showing a forest fire scene, and the specific cause in each case. There is a verse in each of the pictures which tells rather humorously of the cause of the fire. The purpose of the book is to secure increased support for the Northern Forest Protective Association on the part of timber owners in Michigan. This association is located at Munising, Mich. Frank B. Wyman is manager. The association aims to protect forests.

HARDWOOD RECORD acknowledges receipt of a Christmas greeting in the form of a handsomely engraved and embossed card from the Tennessee

Oak Flooring Company, Nashville, Tenn.

E. C. Atkins & Co., Inc., the saw manufacturers of Indianapolis, have gotten out their seasonable greetings with the usual individual touch which this concern puts into all its publicity matter. The greeting is in the form of an engraved announcement with the usual Christmas felicitations in each envelope and enclosed the personal cards of N. A. Gladding and Henry C. Atkins.

HARDWOOD RECORD acknowledges a handsome memorandum book bound in leather gotten out by Williams Brothers Company, Cadillac, Mich.

The Gorham Brothers Company, panel manufacturers of Mount Pleasant, Mich., have issued a very handsome calendar of a practical nature and of pleasing appearance.

The Midland Lumber Company, Parkersburg, W. Va., has maintained its reputation this year for the high character of the calendars which this concern has been getting out for years past.

The John B. Yates Lumber Company, Pennsboro, W. Va., has issued a very artistic calendar.

Russe & Burgess, Inc., Memphis, Tenn., have expressed their season's greetings to their friends in the trade by means of a pleasingly engraved card.

The Regan Printing House of Chicago has just published a handsome and charactive book entitled "America". Triumph at Panasaa." by Ratch Emmett Avery. The book is a complete history of the construction of the Panama canal from ocean to ocean, and affords the most beautiful photographs the world has ever seen.

Christmas greetings have been sent Hardwood Record by G. D. Crain, Jr., Louisville, Ky., in the way of a beautifully engraved card expressing his best wishes for Christmas and the New Year.

#### ✓ NEW YORK >----

The Building Material Men's Association of Westchester held its annual meeting and election at White Plains on December 11, at which time a good number of the members were present. John F. Dinkel of the Dinkel & Jewell Company. Tarrytown, was elected president, succeeding E. M. Yerks, who had served several terms. Mr. Dinkel has always bearcity in the work of the association and an ardent supporter of all the principles of trade organization. E. N. Leete, Mount Kisco, was elected vice-president; Robert Haviland and Tracy Cowen were re-elected treasurer and secretary respectively.

The association will hold its annual dinner at the Manhattan Hotel, New York on January 27.

The association is co-operating with others in an effort to secure a new lien law in New York.

The Acorn Lumber Company, hardwood wholesaler of Pittsburgh, has opened an office at No. 1 Madison avenue, in charge of G. H. Trump,

As a result of efforts on the part of the National Wholesale Lumber Dealers' Association the New York Central & Hudson River railroad lighterage rule has been changed in the following particular:

"Flooring, ceiling or other lumber stock (whether for export or local delivery), less than 4 inches wide, 1 inch thick, or commercially known as "inch lumber," and 6 feet long, in either dimension, unless in bundles, and excepting joist and scantling."

Heretofore some lumber dressed to % was lightered at an extra charge. Under the new rule such lumber will now be delivered in New York lighterage free.

The new building code will not be reported to the Board of Aldermen of the present administration. There is unquestionably some demand for a new code that will assure more protection against fire, but it is reassuring to note the failure of the latest effort, which was a very bad makeshift.

#### ──≺ PHILADELPHIA ≻

Charles K. Parry & Co., owners of the Carolina Spruce Company, Pensacola, N. C., report mill getting out some excellent stock, and that they have over two million feet of hardwood on sticks. Within thirty days they will cut only spruce and hemlock. Trade has kept up fairly well, which is attributed to the fact that they are carrying certain grades which are unusually scarce at this time. Mr. Parry is spending a week at the mill sizing up the stock situation.

John W. Floyd of the Floyd Lumber Company, reports things moving alloss satisfactorily for this time of the year. No decided change in the situation is looked for until after the first of the new year.

Ralph Souder of Hallowell & Souder testifies to fair trading right along. More or less of a business hiatus is to be expected during the holidays. After January 1 a little more buoyancy is looked for.

Wistar, Underhill & Nixon are preparing for a holiday rest. Their salesmen will all spend Christmas in their respective homes. Mr. Underhill says in some lines prices have been well sustained, in others there has been some shading, but they are not disposed to disparage their share of business. R. Wyatt Wistar is spending some time at their mill in Sunter, S. C.

Owen M. Bruner of the Owen M. Bruner Company says business is spotty, but a fair volume of trading is admitted for this time of the year. They look for a more copious activity after the holidays. The company is giving out a few handsome Maraschino white pine desk calendars as souvenirs.

The D. B. Curll Lumber Company has no fault to find with conditions. Mr. Curll says they have been able to place their goods right along and have no unusual accumulation of stock at mills.

T. W. Noch of the Oregon Lumber Company, Baker City, Ore., while visiting his mother here, is taking in the local trade, and has called at the Lumbermen's Exchange. A. S. McGaughan, who makes his headquarters at the Exchange rooms, is the Philadelphia representative of this western concern.

Schofield Bros., owners of the Saltkeatchie Lumber Company, Schofield, S. C., and the Schofield, Lance Company, wholesale distributing yard. Reading, Pa., report a fair volume of business right along for this time of year. Frank E. and Robert W. Schofield and George F. Lance, Jr., of the Reading branch recently visited Schofield, S. C.; also made a tour of all the mills in which they are interested. Frank E. Schofield says everything is moving along in good shape and there is no accumulation of stock anywhere.

S. P. Bowers of the S. P. Bowers Company says business has not been so bad considering present conditions and October was the best month they ever had. Rallroads are retrenching somewhat at this time, but it is only a matter of time when they will come into the market and probably pay more money for lumber than they could buy it for now.

#### -----≺ BUFFALO >-----

M. M. Wall has secured for Buffalo the next convention of the National Wholesale Lumber Dealers' Association, which will be held on March 4 and 5. It is expected that 500 or more lumbermen will come here for the meeting. Mr. Wall, who is one of the trustees of the association, was in New York about the middle of the month, to attend a meeting of the board.

I. N. Stewart, who has been in the hardwood business at 892 Elk

street for about twenty years, form its as a number of Mead & Sewart, and latterly as a member of I. N. Stewart & Bro., has sold out his yard to O. E. Yeager, whose yard adjoins on the east. This is one of the most important business changes in the hardwood line in some time and by it Mr. Yeager acquires a good sized general stock of different hardwoods, including oak, poplar and cherry. Mr. Stewart is now building an apartment house in South Buffalo and may continue in this line of business in future.

The planing mill formerly owned by the Joseph Metz & Sons' Company which went into bankruptcy, has been sold to H. C. Tucker, a local broker, who has not yet made known his intention regarding the property.

- O. E. Yeager will attend the meeting of the trustees of the National Hardwood Lumber Association in Chicago on January 15 and will carry an invitation from Buffalo for the holding of the annual convention here next June.
- J. W. Welch, who is now in the hardwood business in Memphis with his brother, is expected to spend the holidays in this city, "Jack" Wall, son of J. B. Wall, is also coming home from Alabama, where he has been for several months.

James A. White, president of the National Lumber Company, has been looking after lumber business in Michigan, spending several days recently in Muskegon and Boyne City.

Miller, Strum & Miller state that the hardwood trade is as good as it was a month ago, though not active. The yard is selling fair hardwood stocks, especially oak and maple.

Davenport & Ridley were elected members of the Buffalo Lumber Exchange at the last meeting of that organization. Mr. Ridley lately spent a week in Pennsylvania on lumber business.

The last lumber cargo to arrive by lake this year was 450,000 feet of maple for the yard of H. H. Salmon & Co. The vessel was detained several days at Port Colborne by storms.

Hugh McLean is planning to visit the southern mills of his lumber company in January. The Memphis mill is as usual closed down for about a week over the holidays.

W. L. Blakeslee, of Blakeslee, Perrin & Darling, has returned from an eastern business trip and reports the sale of a fair amount of different hardwoods while away.

The Standard Hardwood Lumber Company reports that business is quiet, but it expects an early revival and a big year. The company is bringing down hardwood lumber from its mills on the Cumberland by barge and landing it at Burnside for shipment this way.

Taylor & Crate will carry out the improvement of their hardwood yard at Black Rock in the spring, when they expect to put in a large amount of stock.

#### ——≺ PITTSBURGH ≻=

George D. Dubarry, aged sixty-three, for over thirty years leading lumber dealer in Pittsburgh, died at his home at 5321 Penn avenue, December 17.

The United States Steel Corporation has started work on shops and also improvements at Greenville, Pa., to cost \$400,000. These are on account of the Bessemer & Lake Eric Railroad which is owned by this company.

The Retail Lumber Dealers' Association of Pennsylvania is working hard on the program for its annual convention to be held at the Monongahela House in this city February 11 and 12. Secretary H. V. S. Lord announces that the attendance at this convention already assured will make it much the largest convention of its kind ever held in Pennsylvania.

I. F. Balsley of the Balsley & McCracken Lumber Company finds some very good manufacturing trade going around, although there is sharp competition to get it. He has made several successful trips down East this fail.

W. W. Wallace, head of W. W. Wallace & Co., a well known lumberman of Apollo, Pa., died December 15 at his home in that town. He was one of the best known dealers in the Allegheny Valley and was a prominent member of the Retail Lumber Dealers' Association of Pennsylvania which was represented at the funeral by Paul McCracken of Leechburg, Pa.

The steel concerns in the Pittsburgh district last week for the first time in a long period reported an increase in inquiries. Many plants and furnaces are starting up now and there is a general feeling that the bottom has been touched and that business is going ahead in good shape after January 1.

The Pittsburgh-Buffalo Company, one of the biggest lumber buyers in Pennsylvania, together with its affiliated concerns, was placed in the hands of receivers December 6. Fred R. Babcock of the Babcock Lumber Company was named receiver for the Pittsburgh-Buffalo Company. It is stated that in all probability creditors will be paid in full as the members of the companies are estimated to be worth \$11,000,000 more than its liabilities.

The Allegheny Lumber Company, with a smaller sales force than last year, has done \$150,000 worth more business. It has paid eighteen per cent in cash dividends besides adding largely to the cash surplus. The company regards the outlook for 1914 as very promising.

The American Lumber & Manufacturing Company has had a very good year in business, reporting about the same amount of lumber sold as in 1912. President W. D. Johnston is inclined to believe that next year will show a better all-around business.

J. N. Woollett, president of the Aberdeen Lumber Company, has added a new cypress department to his business and expects henceforth to make cypress one of the leading lines in his trade. He has so successfully handled the gum and cottonwood business the past few years that his dealings in cypress are already assured on a large scale.

#### **=**≺ BOSTON >=

The Carroll & O'Kelly Company, Boston, has been incorporated to deal in lumber. The capital stock is \$10,000. J. P. Carroll is president and John F. O'Kelly of Chelsea, Mass., is treasurer.

The tramp steamer Norheim has arrived at Boston with a cargo of 656 logs of mahogany measuring 319,000 board feet. This shipment was unloaded at the yard of the Palmer & Parker Company, fancy hardwood dealers, Charlestown.

The plant of the Essex Wood Turning Company, Essex, Conn., which has been operated for a long time by a receiver has been purchased by Daniel T. Doane, who plans to operate it.

The table factory of David R. Jones, Merrimac, N. H., has been destroyed by fire together with a large amount of lumber. The loss is estimated at \$10,000 with insurance of \$2,000. Mr. Jones hopes to

#### -----≺ BALTIMORE >=

The annual meeting of the National Lumber Exporters' Association, which will take place in Chicago on January 22 and 23, 1914, is to be held at the Sherman Hotel, which will be headquarters. Secretary J. McD. Price is now engaged in making preparations for the gathering, getting reports in order and otherwise mapping out the program. It is yet too early to say just who will go from Baltimore, though John L.

### Fine Hickory For Sale

Either in flitches, No. 1 core and up or over 3 million feet in the stump. Average haul to railroad, 1¼ miles. Rate to Chicago, 23 cents.

L. FOOT, Canton, Mississippi



#### OUR SPECIALTY - CRATING STOCK

WE MANUFACTURE
GUM, MAPLE AND OAK

PLANING MILL FACILITIES

M. E. Leming Lumber Co. CAPE GIRARDEAU, MISSOURI.

# Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

# Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville

Kentucky

A constitution of A constant constant to accompany Mr. Price Are its allowable content to constant the past feel days were H. N. Constitution of the Berlin Linear Company, of Berline, N. Collins and Clyde Shoffner of Hutton & Shoffner, Shelbyville, Tenn. All three were winding up their business trips prior to the holidays.

The steamer Vedamare of the Johnston Line, which arrived here this week from Liverpool, brought thirty-one mahogany logs destined for Two Rivers, Wis, and 190 more intended for various other points. The logs were constant to the Adams Lapress Company and came from South Africa, like other shipments received here during the past year.

# CINCINNATI

Hardwood Manufacturers and Jobbers

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

C. CRANE & CO.

MANUFACTURERS HARDWOOD LUMBER
1739 EASTERN AVENUE

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK

RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

### KILN-DRIED OAK

and other Hardwoods are among our many "specialties" which are so satisfactory to others. Why not you?

MIGHT PAY YOU TO GET IN TOUCH WITH US. IT HAS OTHERS

THE M. B. FARRIN LUMBER CO.

CONASAUGA LUMBER CO.

MANUFACTURERS HARDWOOD AND PINE FORTH NATIONAL BANK BUILDING

Reduct P. Bact, of Richard P. Bacr & Co., was in New York and other northern markets this week taking about the last survey of the year ox. These to do not looking up customers.

Norman data with the N. W. James Lumber Company, returned the latter part of last week from a trip of several months to Europe. He went solely for recognition and sight seeing, and had a very pleasant services.

#### =< COLUMBUS >----

The Ironton Lumber Company of Ironton, O., started operations recently after being in idleness for some time.

The Electrical Cigar Box Company has taken over the plant of the Ironton Plow Company at Third and Vine streets, Ironton, O., which will be operated in the future as a cigar box concern. It is planned to make about four thousand boxes pet day.

The H. D. Brasher Lumber Company of Columbus, O., has closed a deal for the leasing of the three-story brick building at Fourth and Gay streets which will be remodeled into storerooms and factory space. The building is 62½ feet on Fourth street and 93% feet on Gay street.

At a recent meeting of the Columbus Manufacturers' and Jobbers' Association it was decided to start an advertising campaign boosting Columbus as a commercial center. The advertising will be done on a broader scale than ever before attempted. Beginning January 1, 50,000 circulars will be sent out to prospective customers in all parts of central Obio.

The joint legislative committee named to investigate and report on the plan to be followed in operating canal systems of the state has made a report in which it takes a middle course. The report recommends the enlistment of the federal government in an effort to determine the feasibility of converting the canals into a cross state waterway system between the Ohio river and the Great Lakes. The committee deems it unwise for the state to try to use the canals for transportation purposes at the present time.

The Galion Lumber Company of Galion, Ohio, has been awarded the contract for the erection of a freight depot at Wadsworth, O.

In order to open an outlet for the protection of its mills in West Virginia, the Wade-Fisher Lumber Company of Canton, O., has been incorporated with a capital of \$25,000 by A. Buckwalter, Frank Wade, C. C. Fisher, Sarah Buckwalter and Rowenna Wade.

Arrangements have been completed for a "Made-In-Columbus" exposition to be held under the auspices of the Columbus Manufacturers' and Jobbers' Association some time in June, 1914. It is planned to exhibit all Columbus-made goods in the downtown business section of the city.

In affirming the Common Pleas Court of Lawrence County in awarding a judgment for damages to the W. G. Ward Lumber Company against the Chesapeake & Ohio Railroad, Judge Thomas A. Jones, in the Lawrence County Court of Appeals, ruled upon the liability of carriers. In his opinion he declares that a consignment beyond the initial carrier's line must be regarded as a through contract. The connecting carrier, he says, is the agent of the original receiving carrier, and the receiving carrier is liable for defaults of the connecting carrier. Railroads may, however, exempt themselves from this special liability by contract.

W. M. Ritter of Columbus, O., the well known hardwood lumberman, is coming into much prominence as a horseman. His chestnut saddle mare, "Marie Louise," recently created a sensation at the Madison Square Garden show in New York, winning a red ribbon in two of the biggest and closest shows. Mr. Ritter now has one of the most select stables of saddle horses in the entire country. The mare, Marie Louise, attracted so much attention that M. Feline, the noted French judge, who rode this mare in the ring, declared her to be above some of the most famous thoroughbreds in the East. She came from the celebrated Point Au View stock farm at Maysville, Ky.

The Farmers Lumber Company of Canfield, O., has been incorporated with a capital stock of \$50,000 to deal in all kinds of lumber. The incorporators are J. F. Harris, W. J. Harris, G. W. Harris, H. L. Weikart and C. A. Weish.

The nominating committee of the Columbus Builders and Traders' Exchange has placed before the exchange the following ticket which will be voted upon at the annual election in January: President, L. R. Moor, B. M. Freeman; first vice president, Stephen Stepanion, R. L. Watson; second vice president, W. H. Beckett, F. T. Whitacre; directors, five to be elected, William Piez, G. W. Mooney, H. E. Kunzman, Albert Joyce, E. R. Clarridge, J. C. Davidson, E. Elford, L. G. Kallmerton, David Lebman and O. K. Kieble.

The Marquette-Kerr Lumber Company of Youngstown, O., has been incorporated with a capital stock of \$25,000 to deal in lumber of all kinds. The incorporators are William E. Kerr, H. L. Marquette, Carrie Kerr, Grace D. Williams and Elizabeth Marquette.

The Foss Woodworking Company of Cleveland, O., has been incorporated with a capital of \$10,000 to buy and sell and deal in all kinds of lumber. The incorporators are R. O. Crampton, W. W. Johnston, C. A. Davidson, E. E. Nicols and H. J. Woodworth.

The Sandusky Lumber & Box Company has filed papers with the secretary of state reducing its capital stock from \$100,000 to \$1,000.

C. W. Jaques of Ashtabula, O., representing the Pioneer Pole & Shaft Company, has closed a deal with the officials of the Bacher Iron & Steel Company whereby the latter concern takes over the plant on East Miller avenue. It will be fitted up for assest the new concern at once. The Bacher Company is a \$100,000 corporation

Fire of unknown origin completely destroyed the plant of the R. C. Rowins Saw and Finishing Units at Latham, O., recently
At Johnstown, O., J. B. Hedges has been succeeded by the Johnstown

Lumber Company, recently incorporated with an authorized capital of

John Frederick Koss, a member of the Koss & German Lumber Company of Fostoria, O., died of pneumonia recently at the age of thirty-nine years. He held the title of yard superintendent of the concern.

The Cullen & Vaughn Company of Hamilton, O., has been incorporated with a capital stock of \$300,000 to deal in lumber and building supplies. The incorporators are James K. Cullen, James W. Cullen, F. K. Vaughn, S. M. Goodman and W. E. Shepherd.

The Great Northern Lumber Company of Cleveland, O., has been incorporated with a capital stock of \$50,000 to buy, sell and deal in lumber of all kinds. The incorporators are R. M. Austin, W. J. Austin and

Harold Ferguson The Hayward-McCready Lumber Company of Cleveland, O., has been incorporated with a capital stock of \$50,000 to buy, sell and deal in all kinds of lumber. The incorporators are W. H. Ockel, C. M. Smead, William K. Kidd, F. D. Carson and E. S. Brubaker. John R. Gobey of John R. Gobey & Co., reports a fairly good trade

in hardwoods with prices holding up well. He believes that business will be good after the first of the year.

R. W. Horton of the W. M. Ritter Lumber Company reports a good trade in hardwoods both from factories and from yards. He says the factories are the best buyers at this time. Prices are firm and there is no cutting of any consequence. Dry stocks are fairly scarce.

J. A. Ford of the Imperial Lumber Company reports a fairly good

demand for hardwoods with shipments coming out well, especially from West Virginia sections

The Sowers-Leach Lumber Company reports a fairly good market for hardwoods, although there is a little slowness at this time which will probably prevail until after the inventory period.

#### ----≺ INDIANAPOLIS ≻=

Mr. and Mrs. W. W. Knight have gone to Leroy, N. Y., for the holidays, Mr. Knight is a member of the Long-Knight Lumber Company.

The Hoosier Veneer Company has been having a big run and was obliged to work night and day for several weeks, but is now catching up on its business.

A dinner to several hundred newsboys and messengers was given in Grace M. E. Church on the evening of December 22 by S. P. Matthews, resident manager of the South Arkansas Lumber Company.

Charles P. Henderson, president of the Henderson Motor Car Company, has become vice-president of the Regal Automobile Company, Detroit, but will act in an advisory capacity for the Henderson company.

Building operations in the city this year have shown a gain of a few thousand dollers over those of 1912. Fireproof and frame construction have shown substantial gains, while brick and concrete construction have

The eighteen building trades organizations that were on a sympathy strike beginning November 24 returned to work on December 15 and building operations have been resumed.

A sixteen story building is to be erected within the next few weeks at the southeast corner of Washington and Illinois streets by the Occidental Realty Company.

N. T. Keasey, well-known in hardwood circles and proprietor of a saw and planing mill at Brazil, died at his home near that city a few days He was seventy-seven years old and is survived by a widow and several children.

The Talge Mahogany Company is expecting the arrival of a large cargo of mahogany logs from the west coast of Africa very shortly and following the arrival of the cargo will have to work night and day for some time, it is expected.

At a meeting in this city December 16, a merger of the Indiana Manufacturers' Bureau and the Indiana Manufacturers and Shippers' Association, under the name of the Indiana Association of Manufacturers and Commerce, was perfected. Among those who were elected to the board of directors were C. H. Barnaby, a prominent hardwood lumberman, Greencastle; H. C. Atkins, president of E. C. Atkins & Co., Indianapolis; M. W. Mix, president of the Dodge Manufacturing Company, Mishawaka, and J. M. Heron of the Rex Buggy Company, Connersville.

#### =====< MEMPHIS >====

The weather has continued very favorable for logging operations in this territory during the past fortnight and reasonably good progress has been made therein. The movement of logs by rail has increased somewhat and there has likewise been some increase in river receipts, with the result that the mills have plenty of timber to keep them in steady operation. There has been only a comparatively small amount of timber prepared for shipment in the Mississippi delta and this is the principal complaint made in reference to the logging situation. Manufacturing operations, however, have not been interfered with so far and, with the weather so open, it is possible to continue work in the woods and possibly to out a large amount of logs to prevent any serious interruption to milling.

William Pritchard, president of the Citizens Bank & Trust Company,

# - THE GLUE THAT IS APPLIED COLD -



# In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

# Use

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

#### A DOOR MAKER SAYS:

McCleary, Wash., 9. 30. 13.

Perkins Glue Co. South Bend, Indiana.

Dear Sirs: It is a veneer door depar on the gloe which we sidered the most im this new department. Investigation convex one we wanted in ord doors and panels and it has given us low o Dear Sirs: It is now about a year since we added a vencer door department to our operations. Deciding on the glue which would give the best results, we con-sidered the most important matter in connection with

Investigation convenced us that your product was the one we wanted in order to turn out the most dependable doors and panels and it has been gratifying to find that it has given us low cost as well as superior quality.

Yours truly. CHEHALIS FIR DOOR CO.
By Geo. L. Osgood. ву Geo. 1. Оздоби.

# Perkins Glue Company

Originators and Patentees

805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

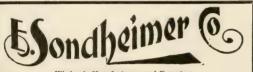
Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

# Bluestone Land & Lumber Company

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock Band Sawed Stock RIDGWAY PENNSYLVANIA



Wholesale Manufacturers and Exporters RED GUM

SAP GUM COTTONWOOD **CYPRESS** 

ASH PLAIN OAK

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick.

All Grades and Thicknesses QUARTERED OAK

SOFT ELM SYCAMORE

### VANDEN BOOM-STIMSON LUMBER COMPANY Manufacturers Southern Hardwoods sh a Specialty Memohis Tennessee

### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE ENGINEERS

Clarence W. Griffith Department Manager, Memphis, Tenn.

# The Mossman Lumber Go., Inc.

Manulabluses

plain and quartered red and white year using uni and poplar, a a a a

ALSO FULLY EQUIPT DIMENSION PLANT 

has purchased the interest of H. M. Wheeler in the firm of J. W. Wheeler & Company, Madison, Ark. Mr. Pritchard and C. L. Wheeler will be in control of this firm in future. Headquarters will be maintained at Memphis but the mill will remain at Madison, Ark. There will be no change in the personnel except as outlined above. J. W. Wheeler & Company is a partnership, with the result that there will be no change in officers. The mill of this firm found it necessary sometime ago to close down on account of the low stage of the St. Francis river which made it impossible to move out logs. The mill, however, has recently resumed operations and has a good timber supply ahead.

The Johnson-Tustin Company has been formed here with offices in the Randolph building. For the present it will engage in the wholesale handling of hardwood lumber only but is arranging to take the cut of a number of mills in this section. C. R. Tustin, formerly with the T. Stone Lumber Company, the Gayoso Lumber Company and the Lamb-Fish Lumber Company, is vice-president and secretary. W. T. Johnson, of Cincinnati, is president and treasurer. The company has a capital stock Mr. Johnson has been making his home at Cincinnati for a of \$15,000. number of years but shortly after January 1 will move his family to

John M. Smith, who has been in charge of the business of the W. P. Brown & Sons Lumber Company, Louisville, Ky., at Dickson, Tenn., announces that he will go into the wholesale handling of hardwood lumber under his own name, with headquarters at that point. Mr. Smith has been in charge of the business of this firm at Dickson for several years and has been quite successful in the management of its affairs. He says that the relations between himself and the firm have been extremely pleasant and has made it quite clear that, while he will engage in the hardwood lumber business, he will not be a direct competitor of the W. P. Brown & Sons Lumber Company.

A. L. Foster, who was for a number of years assistant treasurer of the J. W. Thompson Lumber Company at Memphis, has accepted the position of traffic and sales manager for the Boeuf River Land and Lumber Company, at Logtown, La. Since the dissolution of the J. W. Thompson Lumber Company, Mr. Foster has been engaged in the life insurance business. He brings to his position a wide experience in the handling of hardwood lumber and also in the solution of traffic problems.

The Bentonville Cooperage Company has purchased the property on which the Keller wagon factory at Joplin, Mo., was located for a consideration of \$10,000 and next spring will remove all of its tight cooperage manufacturing equipment to that point. The machinery for the manufacture of slack cooperage stock will be left at Bentonville. More satisfactory rates for handling both raw material and finished product are responsible for the decision of the company to make this change in its business

The Mengel Box Company has purchased 3,300 acres of timberland near Tiptonville, Tenn., from the Harris estate for a consideration of \$112,500. The sale was made in order to wind up the estate in question. purchasing firm will use the timber on the land in its box and veneer plants at Louisville and elsewhere. This is the largest timberland transaction in this section for sometime. The land was bought fifteen years ago by J. C. Harris for \$16,000. This represents an increase of about six hundred per cent.

The Anderson-Tully Company has purchased the Patton interests in the Patton-Tully Transportation Company. Following this transfer, C. E. Patton has resigned and has been succeeded by W. C. Wilcox who will have charge of the operations of this company. It will operate four tow boats, which are engaged in the towing business, with particular reference to the handling of logs and lumber. The boats are: Dolphin No. 3, Kit Carson, Joy Patton and Satellite. In addition there are five derrick boats, sixteen barges and a machinery boat. The company also owns a dry dock on Wolf river for the repairing of boats operated by it as well as by other firms in this section. C. J. Tully, vice-president of the Anderson-Tully Company, has been one of the principal stockholders in this transportation company for several years and the absorption of the Patton interests by the Anderson-Tully Company has created no particular

The new mill of the Crenshaw-Gary Lumber Company at Richey, Miss., has been completed and placed in operation. There was one band mill on this property when the interests of the Norton Lumber Company were absorbed by the Crenshaw-Gary Lumber Company. The new mill will bring the total output to approximately 70,000 feet per day.

The Memphis Shingle Company has applied for a charter. The capital stock is \$2,500. The incorporators are R. E. Montgomery, R. E. Montgomery Jr., W. H. Burris, W. H. Lewis and W. T. McLain.

The Jorgenson-Bennett Manufacturing Company has recently installed a heavy band re-saw driven by a forty horse power electric motor. This firm has been doing a great deal of work for the Memphis Siding and Lumber Company and the increase in its equipment has been made in order to take care thereof.

#### ≺ NASHVILLE >

Major Harry Burgess of this city, United States engineer in charge of improvements on the Cumberland river, is responsible for the discovery of an important omission in a recent published statement of the timber resources of the upper Cumberland river. The published statement purported to give a statement of all timberlands in the upper Cumberland

section, when as a matter of fact it only included the timber on farms classed as cultivated. Major Burgess shows that 600,000 acres of timberlands not classed as part of cultivated farms was omitted, which means a vast amount of timber wealth, and a strong argument for the Government to continue the improvement of the Cumberland, so as to give navigation at all seasons. The upper Cumberland river has long been an important source of supply for the Nashville hardwood market, furnishing some 20,000,000 or 25,000,000 feet of timber and lumber annually. The timber has been drawn upon heavily, and there is difference of opinion among lumbermen as to how long the supply will last.

The Mengel Box Company of Hickman, Ky., has made a big purchase of land in Lake County, Tennessee. The company has closed a deal for about 3.700 acres of land fourteen miles south of Hickman, known as the famous Judge Harris property, and said to be richly timbered. The price paid for the land was \$112,500. The purchaser will develop the land and ship the timber to its plant at Hickman.

The Coosawattee Lumber Company, recently incorporated at Cookeville, Tenn., with authorized stock of \$25,000, announces that it will operate a mill at Talking Rock, Ga., and develop some timberland in that section.

The Johnson-Tustin Lumber Company of Memphis, with authorized

capital stock of \$15,000, has been granted a charter by the secretary of state. Clyde Johnson, W. Youtsey, Robert E. Kreimer, W. Thomas Johnson and C. R. Tustin are incorporators.

Judgment for defendant was entered in the case of J. H. Vestal and others against the Ducktown Copper Company, tried in the United States Court at Chattanooga. Plaintiff sought to recover \$37,500 for alleged damage to timber on lands in Tennessee and Georgia by fumes from defendants' copper plant.

The Consolidated Chair Corporation of Greeneville, Tenn., with authorized capital stock of \$100,000, has been granted a charter by the secretary of state. O. P. Lutz is at the head of the corporation. The company has acquired the big plant of the Greeneville Chair Company, recently sold by court order in receivership proceedings, and will put

the plant into operation again.

John M. Smith, who for five years has managed the branch plant of the W. P. Brown & Sons Lumber Company at Dickson, Tenn., has resigned his position to engage in the wholesale lumber business at Dickson on his own account. Mr. Smith is one of the most successful lumbermen in this section. His relations with the Louisville company were in every way pleasant, but he deemed it best to enter business for himself.

The traffic committee of the Nashville Lumbermen's Club, of which A. B. Ransom is chairman, has been authorized to proceed with a complaint before the Interstate Commerce Commission against the Louisville & Nashville railroad and other lines seeking to gain milling in transit

privileges granted to other cities.

Counsel for the Louisville & Nashville Terminal Company, controlled by the Louisville & Nashville and Nashville, Chattanooga & St. Louis railroads, has refused the request of the Nashville city commissioners to grant more advantageous reciprocal switching privileges to the Tennessee Central railroad. Counsel claimed that it would be unjust to require their companies to turn their terminal facilities over to a competing The city may carry the matter to the Interstate Commerce Com-Lumbermen and other shippers will watch the outcome with much interest, as the granting of the privilege would be advantageous to the shippers.

#### ===≺ LOUISVILLE >===

The Louisville Hardwood Club has had several important meetings recently, outside speakers taking up most of the time and discussing subjects of general importance. S. B. Lynd and A. Y. Ford, local bankers, spoke on the state tax system and prospects for its reformation, while Philip S. Tuley, president of the Kentucky Manufacturers' and Shippers' Association, made a talk on "Workmen's Compensation," with special reference to the bills which will be introduced on that subject in the state legislature next month. The session begins January 6. The passage of legislation of some kind on this subject seems to be assured. L. B. Finn, chairman of the state railroad commission, is to speak shortly on the prospect of increasing the powers of the state railroad commission, while R. A. McDowell, a well-known attorney, will tell the lumbermen about the income tax.

The father of Stuart R. Cecil, president of the Louisville Hardwood Club, and an officer of the Booker-Cecil Company, died recently. He was Dr. John G. Cecil, and was one of the leading physicians of the South.

- T. M. Brown of the W. P. Brown & Sons Lumber Company has returned from a business trip to New York. The company is considering installing a planing mill in connection with its sawmill at Fayette, Ala.
- J. C. Wickliffe, secretary of the C. C. Mengel & Bro. Company, recently returned from a trip abroad. Speaking of foreign trade conditions he said that business is good in England, France and Scandinavia, but quiet in Germany, Holland and Belgium. Tight money is the cause of the business depression in the latter countries.

An examiner of the Interstate Commerce Commission recently heard the complaint of the North Vernon, Ind., Lumber Company in Louisville. The company complains that the rate on lumber from Dyersburg, Tenn., to North Vernon is greater than from Dyersburg to Cincinnati, although North Vernon is an intermediate point. Frank Platter, president of the company, conducted the case for the complainant.



#### Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best foreign houses are taking up my logs on my own recommendation.

My supply enables me to fill orders of any size in carload lots without delay.

#### Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured wal-nut in long wood and stumps contains only the choicest in figure and curl that can be

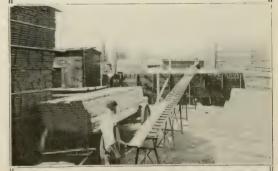
All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for

Youwill lose nothing by trying me on your next inquiry.

> FRANK PURCELL Kansas City, Mo., U.S.A.

## MATHEWS STANDARD Gravity Lumber Conveyer



Made all steel, ball hearing rollers, eight foot sections; easily cover which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable lacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten years.

Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalogs.



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Manufacturers of

## HARDWOODS

SEND US YOUR INOUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY -- RED GUM

## St. Francis Basin Hardwoods

100,000' 4/4" 1sts & 2nds Plain White Oak 100,000' 6/4" No. 1 Common Red Gum

Band Sawn

**Bone Dry** 

75 per cent, 14 and 16 feet long PROMPT SHIPMENT

## Geo. C. Brown & Company

Proctor, Ark. 1 hour from Memphis on C. R. I. & P. Ry.

WE OFFER THE FOLLOWING

## **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum 75,000 ft. 6/4 Common & Better Red Gum

50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

INVERNESS. W. W. CARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

### **OUR SPECIALTY** St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods - Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

Edwin Norman recently returned from a trip to the sawmill of the Norman Limber Company at Holly Ridge, La, which is operated by L. B. Nerman, vic., resident of the company. The Louisville man was especially interested in the operation of the Kraetzer preparator recently installed at Hoty Ridg

In order to get part of the Shipp street yard of the W. P. Brown & Sons Lumber Company, which it desires to use in building a boulevard, the park commission of Louisville brought condemnation proceedings. A jury

navarded the company \$6,400 damages.

H. J. Gates of the Louisville Point Lumber Company is driving a new H. J. Gafes of the Louisville roint Lumper Company is cirving a new Cole touring car. Another new automobile in the local lumber fraternity is the 1914 Hup of P. G. Booker, president of the Booker-Cecil Company. Practically all of the Louisville mills are running, and are pretty well stocked up with logs, of which there are plenty in the country.

#### — ≺ ARKANSAS >----

According to Mayor H. M. Jackson of Paragould, Ark., the strike of the coopers at Paragould has about worn itself out. The mills have maintained the same attitude throughout the entire proceedings, taking the position that the strikers had no real grievance and refusing to recognize the union's committee. At the time the strike was made the mills had very little work on hand, and were operating more as an accommodation to the men than for their own benefit, by making up some stock to be held and placed on the market when better prices were to be had. So when the strike occurred the mills were shut down to prevent operating at a loss. When, however, the operators were ready they resumed operations by simply employing other men, and are now proceeding with their work as if nothing out of the ordinary had happened.

The stave manufacturers at Jonesboro, in anticipation of a strike among their employees similar to the one at Paragould, discharged a large

number of their employees, and they will now, as the operations of the plant require it, employ new men to take their places.

Another move has been made by the railroads of Arkansas, involved in the rate litigation, in securing the appointment of a special master to audit the claims to be made against the small roads in the state which have been acquired by the Missouri Pacific system since the rate which have been acquired by the ansount received in number, are now operating as a part of the Missouri Facific system, but by reason of the fact that they were independent roads at the time the rate question arose it has been deemed advisable to have a special master appointed for each of them.

Acting upon the petition of the Iron Mountain attorneys, United States District Judge Jacob Trieber on December 6 appointed Judge J. G. Wallace as special master for these roads. Judge Wallace is now serving as special master for receiving and auditing claims filed against the Iron Mountain & Cotton Belt lines. The small roads affected by this Arkansas & Louisiana; Mississippi River, Hamburg & Western; Little Rock & Hot Springs Western; Gurdon & Fort Smith; Pine Bluff & Western; Brinkley, Helena and Indian Bay; El Dorado & Bastrop;

Arkansas & Southwestern.; Arkansas Midland.

Considerable activity is being manifested in railroad building in Arkansas at present. The De Queen & Eastern, which is owned by Dierks Lumber Company interests, has a surveying party in the field for the purpose of making several extensions along its line, and construction will begin in the early part of next year. Other improvements are being made by the Memphis, Dallas & Gulf and the Ashley, Drew & Northern, and other small roads in the state. The Memphis, Dallas & Gulf will extend its line into Pine Bluff. The Ashley, Drew & Northern, which is now operating between Crossett and Monticello, will also extend its line into Pine Bluff. These lines, it seems, are fighting each other in their efforts to arrange for crossing the free bridge across the Arkansas river

B. Cinnamon of Batesville is planning to erect a stave mill near Mountain Home. Several hundred acres of stave timber have been purchased by Mr. Cinnamon, and he proposes to manufacture them in that vicinity for shipping out.

On December 11 R. N. Galbreath, president of the Cotton Belt Savings Bank at Pine Bluff, tendered his resignation as receiver for W. A. Mathews & Co., of Fort Smith, one of the largest manufacturing concerns in the South, which voluntarily went into a receivership about two months ago. The receivership was asked by the company because of financial embarrassments, but it is said that it will soon be lifted. No reason is given by Mr. Galbreath for his resignation. Chancellor W. A. Falconer of the Fort Smith court appointed W. A. Dale of Fort Smith to succeed Mr. Galbreath.

#### ===> WISCONSIN **≺**=====

The Larson Lumber Company has been incorporated at Bundy, with a capital of \$25,000. Ole Larson, Gustave Person, Albert Larson and Gustave Nelson are the incorporators

The Plymouth Chair Company of Plymouth has filed an amendment to its articles of incorporation increasing its capital from \$20,000 to \$30,000. The Appleton Land and Timber Company of Appleton has filed a notice

with the secretary of state for dissolving as a corporation. The common council of Lake Geneva has decided on the use of creosoted block in the paving of Main and Broad streets, with sixty-four foot roadways. The council decided that while creosote block is expensive at the outset, it is the best paying material on the market. The city of Milwaukee laid 50,333 yards of crossoled block pavement during 1913 according to statistics compiled. This material was used on the principal thoroughtare, Grand avenue, where other kinds of paving material have been used with poor results in previous years.

Joseph Assenmacher of Hartford announces the opening of a box factory in connection with his planing mill at 343 Branch street. He will manu-

facture various kinds of boxes and cheese molds.

The Miller Olcott Lumber Company of Cumberland is putting in a surfacer machine, matcher, siding saw and a rip saw, to be operated by power from a gasoline engine, and will soon have the planing mill in operation.

Fitzgibbon Brothers of Monroe have awarded a contract for the erection and measure 26 by 60 feet, costing \$5,000.

The Chris A Ani, there's said \$5,000.

The Curtis & Yale Company of Wansan has disposed of its No. 2 plant to H. E. McEachron. The plant was formerly used in the manufacture of wood products and screen goods until the quarters were moved to the main plant on Clinton street. Since that time the plant has been idle, but it is said that some new industry will soon occupy it.

Sawmills at Oconto are being shut down for the season, as usual. The Holt Lumber Company finished sawing at its mill and work was immediately started on overhauling the machinery and preparing for another year's run to begin after the first of the new year.

A large transaction, involving \$300,000 worth of stock in the Phoenix

Chair Company of Sheboygan has been consummated with the purchase of the stock of the states of T. M. Haukstock and Mead by A. C. Halin. Treasurer of the chair company. The concern operates one of the largest chair factories in the country and was founded by the late T. M. Blackstock, who held the majority of the stock. The sale was made to settle the estate of the late Mr. Blackstock. Mr. Hahn, the new owner, started the estate of the late Ar. Discussors. Ar. Hann, the has with the concern as a boy and he assisted Mr. Blackstock in developing the business, later becoming treasurer. Francis Williams, representing the Mead interests, has been president since Mr. Blackstock's death. The Phoenix company is Shebeygan's pioneer manufacturing institution, and its plant, located near the North-Western passenger station, is one of the largest in the city. During the past year the plant has been further enlarged by the construction of a large brick warehouse.

The plant of the Great Northern Pail Company at Gillett was destroyed by fire on December 5. The fire, of unknown origin, started in one of the dry room departments at an early hour of the morning and had gained such headway before the fire department arrived that the flames could not be gotten under control. The stock and adjacent warehouses were saved. The factory and machinery are a total loss, estimated \$17,000, but are covered by insurance. As the plant included an electric lighting plant which furnished the lights for the town, business was for a time suspended. Smith & Murphy of Green Bay, principal owners, will rebuild at once, replacing the destroyed structure with a modern one.

Alex E. McDdnald, aged seventy-three, millionaire lumberman and banker of Chippewa Falls, died from hardening of the arteries after an illness of several years, on December 17. He was interested in several lumber companies and president of the Lumbermen's bank. One son, A. McDonald

of Portland, Ore., survives.

The Albrecht Manufacturing Company of Kewaunee is having a new lumber shed erected in its yards east of the main factory. It will have dimensions of 52 by 100 feet, with concrete foundation and be a double deck, metal clad structure, with windows the entire length of the roof. The Kewaunee Manufacturing Company is also erecting a large addition.

Melchior Eichert, a well-known retired lumberman of Wausau, died in that city after a lingering illness, at the age of seventy-eight years. He at one time conducted a sawmill near Rib Mountain, but retired from the lumber business fifteen years ago. He was a native of Germany and came to Marathon county thirty-three years ago. Besides his wife one daughter survives him.

Louis Rueping, president of the Fond du Lac Table Manufacturing Company, head of several other large industries and prominent in local financial and business circles, died at his home in that city following a stroke of apoplexy at the age of seventy-four years. Mr. Rueping was born in Germany and has been interested in Fond du Lac business affairs since 1854. He is survived by his wife, four daughters and one son

Team track storage charges, which had been added to demurrage charges, according to certain railroad rules, will be done away with in Milwaukee on all railroad lines, according to well informed authority. The rule is important to lumbermen who ship logs and lumber by rail. The rate of \$1 a day demurrage per car and \$2 a day per car for team track storage has been in force. The shippers held that this was in effect tripling the demurrage charges and made a vigorous protest. The rule caused so much trouble and so many complications that the railroads decided to discontinue it after January 1. The track storage item will be dropped, which will mean a very material saving to shippers. The plan to extend the rule to state shipments will no doubt be dropped also.

The Keith & Hiles Lumber Company of Crandon is in negotiations with Messrs. Hines and Bennett, government Indian agents, for the sale of 2,500 acres of cut-over lands just east of Crandon upon which the government will locate remnants of the tribes of Pottawottomie Indians, now scattered over Wisconsin and Michigan.

The Interstate Commerce Commission has handed down an order directing the Northwestern Railroad Company to make reparation to the United

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Highly Trained! Intelligent! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

## **Quartered Red Gum**

4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better

Mark H. Brown Lumber Company Mounds, Ark. Hardwood Manufacturers

Eleven Miles West of Memphis, Tenn.

#### MILLER LUMBER CO. Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INOUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

#### Baker-Matthews Manufacturing Co. Sikeston, Mo.

**Band Sawn** Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK SEND US YOUR INQUIRIES

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

## C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

Retrigonator Comp. by at Kenosha and establish a new schedule of freight rates for the company between Kenosha and San Francisco.

Formal amounts ment has been made by Mr. and Mrs. Spencer Carpenter of Menominee, Mich., of the engagement of their daughter, Miss Florence Lucetta Carpenter, and Howard Stephenson, grandson of Senator Isaac Stephenson, prominent lumberman of Marinette. The past generation of both families have been prominent in the lumbering industry. The date for the wedding has not been set.

A suit has been brought in the Wisconsin Supreme Court to test the validity of the purchase by the state of land in Onelda and Vilas counties for a forest reserve. Attorney General W. C. Owen argued for the constitutionality of the state providing for the purchase, appearing for the state against John S. Donald, secretary of state, who, to test the validity of the purchase, refused to sign an order for the \$90,000 the land cost. The state then brought mandamus to compel him to authorize payment of the money.

A bulletin has been issued by the Wisconsin Industrial Commission dealing with infections and their prevention, designed for the use of foremen, superintendents and wage-earners who are subject to the hazards of modern industry. Reports show that in two years, ending September 1, 1913, nearly five per cent, or 721 accidents reported resulted in infection,

The Wisconsin Fruit Package Company of Crandon, which was recently noted as borng in bad financial ways and in whose affairs a committee of business and laboring men took active interest, has filed a voluntary petition in bankruptcy in the United States District Court at Milwaukee. The liabilities are scheduled at \$65,588.22 and the assets at \$36,025.57. The plans of the committee were to get the creditors to take out stock in amount of their claims and under new management run the plant and pay off the claims. The liabilities are considerably more than first reported

#### The Hardwood Market

#### =< CHICAGO >=

The Chicago trade is continuing to mark time in line with most of the other large hardwood centers of the country, and there does not seem to be any notable change in the situation or any definite or particular weakening of market conditions. This does not mean that Chicago lumbermen are particularly optimistic, but simply signifies the fact that they have come to accept conditions as they are at their face value, and are making their plans accordingly.

The Chicago trade reports that it has no particular difficulty in picking up mill stocks, but that there is no special tendency on the part of the

millmen to shade their prices unduly.

The price level which has been in evidence in Chicago for some little time continues without any marked change one way or the other. That there is a still further easing off in gum, a change barely perceptible, is reported in a few cases, but this does not mean that the wood has attained any less desirable position than it has occupied for some months back.

Various consuming industries locally are not showing any astonishing activity, and are continuing the policy of simply meeting their immediate requirements in the matter of lumber. They do not offer any undue encouragement as to trade after the first of the year, but it is reasonable to suppose that with the opening of the new year's business a somewhat increased activity will be felt.

The lower grades continue to be rather the strong factor in the market with the various woods holding their same relative position that they have occupied for the last few months.

#### —≺ NEW YORK ≻—

The last weeks of 1913 show conditions practically the same as have prevailed for the past six months. The wholesale market is quiet and the retail dealers are chiefly concerned with inventory. There is little question that stock-taking will show yards and factory trade with smaller supplies than ordinarily, and there are some wholesalers who expect the buying trade to show some snap, even if only for a brief period, with the turn of the year. It is not a question of price that has kept buyers out of the market as it is generally felt that prices have gone as low as possible. That general business will show improvement by spring, or sconer, is the opinion of nearly all and with any improvement in demand the market will become firm and values higher.

#### =≺ BUFFALO >=

The hardwood trade has shown the usual tendency to the quiet that comes around holiday time. Inventories are about to be taken and buyers are holding off until about the middle of next month. Business at a number of yards is reported to be a little quieter than ordinarily at this time, but this is just as true of other branches of the lumber trade. Dealers are expecting to see a fair amount of improvement next month, and most of them expect the coming year to run along about as the present one has, without much change in prices from those ruling now.

There is no particular activity to any especial hardwood at present.

Plain oak is not making up so large a part of the business as it did carlier in the year, nor are prices onthe so strong. Quartered about holds it own. Poplar is not showing much movement, as the supply is quite large. Brown ash is selling fairly well, while birch and maple are still among the leaders. Low-grade stocks are not plentiful here and bring fair prices.

#### —≺ PHILADELPHIA >=

As most of the lumber firms close their fiscal year on December 31, stock-taking will soon be in order, and the buying of new material suspended until after the closing up of the year's business. Whatever trading there may be will be confined to actual requirements. Reports coming in from all sides testify to a conservative trading as the keynote of the situation, but despite the many national and local disturbances the aggregate business is admittedly better than was feared, and it is believed that when the balance sheet is completed there will be less disappointment than was anticipated considering the constantly multiplying financial and commercial problems. Dilatory tactics in the manipulation of national questions in Congress will, it is believed, prolong the present state of affairs, but that business will right itself and confidence be wholly restored is believed to be a not remote consummation. The hardwood market at mill ends is in good hands and prices are in the main well sustained. In the buying market there has been some little shading due to the anxiety of some of the smaller men to get business. Quartered oak leads; sound wormy chestnut, elm, ash, and maple are steady; plain oak easier; poplar firm.

#### ——≺ PITTSBURGH ≻=

The year 1913 is winding up with very good totals of business among the hardwood firms. Indeed, it is probable that the total amount of hardwood sold this year by Pittsburgh concerns will be a little larger than in Most concerns are very well satisfied with the year's business. There have been drawbacks, of course, but in the main hardwoods have been so far in the lead of the average wood in the sales market that hardwood wholesalers have little just cause for complaint. Prices of hardwood have been a little soft in some lines the past few weeks. This is attributed to the inventory season, the lack of buying on the part of the railroads and the general slowing down in industrial operations throughout this district. All hardwood men here believe that the prospects now for a good year's business in 1914 are better than they were a year ago.

#### -----≺ BOSTON ≻-

The general market for hardwood lumber has ruled rather quiet the last few weeks, but this is generally the case at this season of the year. Few buyers are willing during the latter part of December to make purchases of any size unless they have an immediate outlet for the lumber bought, as they plan to keep their stocks down to as low a point as posstible during the stock-taking period. The demand for lumber during the first week or two of January is also rather quiet as a rule, as buyers wish to figure their stock sheets before placing orders. It is the consensus of opinion that large buyers will find their stocks lower this year than usual, as their buying has been restricted to small lots as a whole for some time past. Prices of hardwoods are just as firm excepting in cases where some mill has a lot of lumber that it has been anxious to transfer to some customer's books before the first of the year. There have been fewer cases of this kind reported this year. Offerings as a whole are not large. The call for quartered oak has ruled rather quiet and plain oak has not sold in large lots. Low-grade whitewood is in fair call, Dealers in this market anticipate a good business after the turn of the vear.

#### ====-≺ BALTIMORE >-----

With the approach of the end of the year there is taking place a gradual subsidence in the demand for hardwoods of all kinds, not because any real weakening in the market has developed, but for the reason that at this season the calls for stocks always lag, yards and consumers being disposed to reduce their supplies as much as possible, in order that the transfer to the new year may be at the lowest limit. The selling forces are gradually being called in to spend the holidays at home, and the attention is centered upon closing accounts and similar details rather than upon supplementing selections. Under the circumstances, therefore, it is perfectly natural that the movement should be characterized as quiet. With this narrowing of the movement there has come also a lowering of some of the quotations, and information received here is to the effect that Nos. 1 and 2 oak has been offered in New York and other places at concessions. Here and there a seller has larger stocks than he feels he ought to carry, and he is thus impelled to hold out inducements in order to effect a reduction. Chestnut is reported to be about holding its own, with some of the manufacturers asserting that they have made no reductions so far, but admitting also that the movement has been narrowed and that a cut may be made. Sound wormy is stated to be bringing about the figures realized before the rise last spring, and to show up quite well. The higher grades are stronger and in the main chestnut is holding its own. Ash and other hardwoods are about stationary, with the inquiry limited at this time, and the year ending in fair shape. lower grades of poplar are moving in moderate quantities only, but the

#### Grant T. Stephenson Constructing Engineer

Wood Distillation Plants for Utilization of Wood Waste

WELLS. MICHIGAN

#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

32,000° 5 8×18" & up No. 1 & Panel Poplar | Foplar | Fopl 36,000' 8 4" No. 1 & 2 Wormy Chestnut

64,000' 4 4" No. 1 Common Chest-64,000 4 1 Ab., not 62,000 5 4" No. 1 Common Chest-nut 96,000 8/4" No. 1 Common Chest-

14,000 6 4" No. 1 & 2 Red Birch 14,000 6 4" No. 1 & 2 Red Birch 16,000 8 4" No. 1 & 2 Red Birch 7,000 12 1" No. 1 & 2 Red Birch 7,000 12 1" No. 1 & 2 Red Birch 6,000 16 4" No. 1 & 2 Red Birch 8,000 14 4" No. 1 & 2 Ash 67,000 4 4" No. 1 Common Ash 16,000 12/4" No. 1 Common Ash 8,000 16/4" No. 1 Common Plain Oak

#### The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

## THE OUALITY OF YOUR VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

#### This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

Fred W. Black Lumber Co. 2245 S. Crawford Ave. Chicago, Ill.

## Start Somewhere

No proposition can be accurately figured out unbss a starting point is first established.

Did you ever encounter a man who professed that he was entirely satisfied with his lumber

kiln drving results?

Will not even the expert tell you that occasionally his lumber comes through his kiln just right—the next time it is too green—the next time it is too dry-the next time that it is checked, warped or honeycombed?

There is a reason for it.

Usually it is not the fault of the dry kiln.

How can it be expected that woods of various texture, various thickness or at various stages of air dryness can be subjected in a kiln to the same heat, the same ventilation, the same duration of time and accomplish uniformly satisfactory results?

It is an impossible proposition.

START SOMEWHERE.

Start with lumber that is uniform in texture and dryness through and through.

The solution of all lumber-drying difficulties is the employment of

# raetzer-cure

This is lumber treated with steam under pressure in the Kraetzer Patented Preparator.

Lumber that has been treated in this apparatus is fit for the kiln, whether it be 30 days old, 60 days old, or six months old; is delivered without check, split, stain, warp or other seasoning defects, and is of an uniform and mellow texture and color.

This lumber can be satisfactorily kiln-dried in the simplest form of a kiln in one-third of the time that.

ordinary air-dried lumber requires.

The kiln will deliver this lumber as it received it, save for dryness.

Its milling qualities will be vastly improved, as also its strength and elasticity.

The big loss in shrinkage will be avoided.

Furniture or interior finish made of Kraetzer-cured, kiln-dried wood will hold its glue joints, stay where it is put, and the shrinkage and swelling, even under violent atmospheric changes, is almost nil.

It will take filler and even water stains without perceptible raising of the grain.

We will cheerfully supply the names and addresses of all lumber manufacturers who employ the Kraetzer Preparator, naming the kinds of woods they produce.

Buy one car of steam treated lumber, handle it

through your kilns and into your finished product, and you will be convinced that you cannot afford not to use Kraetzer-cured lumber

The same desirable results can be achieved on ordinary air-dried lumber with a Preparator as an adjunct

#### The Kraetzer Company 537 S. Dearborn St., CHICAGO

better classifications are about as firm as could be expected, while the monthly for extra v d. stocks has dropped to very small proportions, the Liovehacht only and suspended. No one, however, looks for any particular activaty at this time, and there is a general tendency to settle down and awart the coming of the new year. Moreover, it is to be said that the volume of business has not narrowed to the point that might have been expected, and that, all things considered, it is to be regarded as

The export situation is rather improved. To be sure, for the present no extensive movement is in progress, but the feeling abroad is better than it has been. Stocks of various kinds have been reduced to easily manageable proportions, and the curtailment has assumed such decisiveness that the buyers abroad are beginning to show a more active interest in that the offerings. In many instances advances over previous figures have been realized, though the increase is not sufficiently pronounced to be reflected in any marked expansion in the movement. Apparently the consuming capacity of the foreign trade has been augmented, and a further improvement may be confidently looked for. Drains in directions that absorbed great sums of money have been stopped, and more normal conditions are being restored in the financial circles, which should prove helpful, among other activities, to the lumber trade,

#### — ≺ COLUMBUS ≻=

While this is the usual slack season of the year, still the demand for hardwoods during the past fortnight has been rather good. Buying isbeing done for delivery after the first of the year and generally speaking the tone of the market is good. Prices are pretty well maintained at the level which has prevailed for some time.

There is some cutting of prices to force trade, but not much. stocks are not very plentiful and this fact is expected to help market conditions. The car supply is not adequate for all purposes and shipments are coming out much more promptly than has been the case for some time.

Buying on the part of factory managers is the best feature at this While plants are not laying in a surplus of materials they are buying what they need for immediate wants. Implement and vehicle concerns are the best customers at this time of the year. Furniture factories are now waiting for the semi-annual show period.

Retailers are not inclined to buy much in the face of the approaching semi-annual inventories. Dealers' stocks are quite small and a better volume of business is anticipated after the first of the year. Building operations which have been quite active during the year have ceased, to a certain extent because of the inclement weather.

The demand for both quartered and plain oak is good and prices are ruling firm in all grades and items. Chestnut is also strong, with sound wormy the best grade. Basswood and ash are moving well and the same is true of poplar, which has been a little slow in previous months. Other hardwoods are unchanged.

#### ——≺ CINCINNATI >-----

Demand for hardwoods is as good at this time of the year as can be expected, as the holiday period together with inventory times is not conducive to producing any more business than is actually necessary from buyers. There is no doubt that there will be very light purchasing at least until after the first of the year, and many dealers are of the opinion that there will not be much for the next three or four months. are holding firm and will likely continue so, there being no reason for any reductions. On the other hand, should there be the very good demand which some dealers expect by the first of next February, there is a good chance for obtaining better prices for a number of the hardwoods. The worst that manufacturers and dealers are looking for is at least a repetition of the hand to mouth purchasing that has been so much in evidence during this year and although repeated orders have been numerous to make up a fair monthly volume dealers would like and fully expect to find buyers a little more liberal in the size of orders There has been a noticeable slowing down in the operations of wood consumers, but this is not taken to mean that it is going to last.

There is a fair call for plain oak, and quartered oak is also in fair request. The better grades of chestnut are not doing so well as several weeks ago but the sound wormy grades are in good demand. There is a very good sale for all kinds of low-grade hardwoods suitable for box making, cottonwood, poplar and gum being in excellent demand for this Hardwood flooring is in good request and dealers are well satisfied with the market conditions but prices obtainable for this stock are not quite satisfactory.

#### ------≺ INDIANAPOLIS **>**=

Hardwood lumbermen are looking forward to the new year with considerable optimism. While this year has not been what might be termed a disappointment, it has been accompanied by many trade disturbing elements, and the volume of business has not exceeded that of last year.

Indications, however, seem to point toward a revival of business beginning early in the new year. It is thought the financial situation will clarify very shortly and that there will be a general revival of manufacturing interests.

The hardwood business at present is, of course, dull. The trade this month probably has not been as good as that of last December. There is no noticeable change in prices, however.

#### ──≺ MEMPHIS ≻=

The hardwood market here continues reasonably active. There is ome slowing down as the time for the taking of inventories arrives, but this has not occasioned any surprise, being regarded as an entirely normal development. The outlook for the new year is looked upon with increas ing optimism for the reason that the prospects are bright for the early passage of the currency bill and for the additional reason that confidence appears to be increasing as a result of the more clearly defined attitude of the United States government toward combinations of capital, alleged to be operating in violation of the Sherman anti-trust law. Money is already beginning to get considerably easier and the commercial and financial reports are generally of a more favorable tenor. There has been a steady run of hardwood mills in this city and section throughout the fall and, while there has been a little accumulation, there has not been enough to bring about any pressure on the part of holders, none of whom seems willing to dispose of any of their stock at a sacrifice. This means that prices are pretty well maintained.

The feature of the southern hardwood situation is the continued activity of the lower grades which are, as a general rule, in relatively better demand than the upper. This applies with striking force to cottonwood, gum, oak and cypress. Ash is in good demand in all grades and the movement of other high grade lumber, while rather disappointing in some respects, is reasonably large. Export business is fairly active. Practically the entire hardwood trade of the South is looking forward to increasing active and more remunerative prices after the turn of the

#### ==≺ NASHVILLE >=

Business continues seasonably quiet in the hardwood line. Shippers and manufacturers report trade fully up to the average for this season of the year, and while this means light business, conditions seem to be very satisfactory. Lumbermen take an optimistic view of the situation, and believe that there will be healthy business in 1914. Quartered and plain oak continue the best sellers, with some business in poplar, ash, hickory, chestnut and other lines

#### =≺ LOUISVILLE >=

Business is regarded as up to the average for this season, the arrival of the holidays naturally cutting down the demand for lumber to a minimum. A fair number of orders have been received for delivery after the first of the year, and it is expected that the situation will show a good deal of snap as soon as the usual inventory period is over. The prospects are regarded as fair, though few expect a big business during the first few months of the new year. With the currency bill out of the way, and with the conclusion of the furniture exhibits, provided the latter turn out well, trade should expand and the hardwood business be satisfactory in all The supply of lumber in first hands is not abnormally large, while stocks in the hands of dealers and consumers are light. thing seems to point to good business, therefore, if fundamental conditions are favorable

#### ——≺ ST. LOUIS >-----

The hardwood demand is quiet, "as it usually is at this time of the year, with the holiday and inventory season so close at hand. The orders now being booked are for quick delivery and urgent needs. Consumers are not doing any buying, as they are getting ready to close down their plants according to their custom. For this reason, little can be said as to conditions. Ash, quartered and plain oak, gum, poplar and cottonwood are about the same as they have been for the past few weeks. Prices are steady with few concessions being made to induce buying. cypress trade is confined mostly to small orders for quick delivery. condition is prevailing more this year than is usually the case. are steady and little or no trouble is being experienced by distributors, in getting the prices asked when buyers want the lumber.

#### 

While the local hardwood business is naturally beginning to fall off, due to the near approach of the holiday season, trade is decidedly better than is usually the case at this time of the year. Unheard of building activity for December has resulted in fairly good orders being placed by the factory trade, even though business from this source is now of the "hand-to-mouth" variety. Stocks in first and second hands are light and a brisk business seems assured soon after the opening of the new year. Just now, most of the manufacturers are busy with their annual inventories and this work will consume most of the time until after January 1.

Wholesalers report that there is a good deal of inquiry concerning various lines, a pretty sure proof that there are better things ahead. Birch, maple and elm are probably the strongest in the northern hardwoods, while basswood is somewhat easier. Stocks are small at the northern mills and there is a general impression that present prices will be well maintained. Some buyers are holding off, evidently in the hope of meeting with lower quotations, but wholesalers do not expect any decline. Plain oak is holding steady in southern bardwoods, while prices on gum are said to be higher. Receipts of southern stocks are fair.

Building operations in Milwaukee soured over the million dollar mark

during the first week of December, while during the corresponding period

## The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

#### Northern and Southern Hardwoods CAR STOCK

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

50 M ft. 8/4 1sts & 2nds Hard Maple 75 M ft. 8/4 No. 1 Common Hard Maple 5 cars 4/4 No. 3 Common Basswood

Send us your inquiries

1 car 12 4 Log Run Soft Elm



## Gum

surface and re-saw, als

COTTONWOOD CYPRESS FURNITURE DIMENSION SYCAMORE YELLOW PINE

#### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend. Indiana

## Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

#### Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- We offer to the trade a remarkably SUPERIOR lumber product.
- Our TIMBER is virgin forest growth of the highest
- Our MILLS are new and produce accurately manufactured stock.
- ¶ Our LUMBER is all KRAETZER-CURED-treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- ¶ Kraetzer-cured lumber will "stay where you put it."
- I Dry kiln and oak flooring plant in connection.
- I We solicit the inquiries and orders of critical and discriminating buyers.
- ¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

## LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

#### STOCK LIST-Dry Lumber on Hand December 1st, 1913

3 '8"	1 2"	5 8"	3 '4"	4.4"	5 4"	6 4"	8/4"	10 4"	12/4"	16 '4"
1st & 2nd Qtd. Wh. Oak, 6" & up 46,000	45,000	31,000	78,000	*100,000	*28,000	*6,000				
1st & 2nd Qtd. Wh. Oak, 10" & up				6,000						
1st & 2nd Qtd, Wh. Oak, 12" & up					*14,000					
No. 1 Com. Qtd. Wh. Oak, 4" up 20,000	19,000	16,000	20,000	25,000	22,000					
No. 1 Com. Qtd. Wh. Oak, 6" up				35,000						
Clr. Q. W. Oak Sap Strps., 21/2-51/2"				45,000						
1st & 2nd Pl. Wh. Oak, 6" & up 20,000	44,000	15,000	32,000	*100,000	16,000	1,000				
No. 1 Com. Pl. Wh. Oak, 4" & up24,000	20,000	12,000	35,000	115,000	18,000	*20,000	20,000			
1st & 2nd Plain R. Oak, 6" & up 40,000	35,000	26,000	34,000	150,000	8,000	*10,000	20,000			500
No. 1 Com. Plain R. Oak, 4" & up 23,000	25,000	25,000	22,000	250,000	12,000	*12,000	3,000			
No. 3 Com. Red & Wh. Oak, 3" & up				11,000						
Red & Wh. Oak Core Stock				300,000						
1st & 2nd Qtd. Red Gum, 5" & up				10,000	5,000	6,000	15,000			
No. 1 Com. Qtd. Red Gum, 4" & up				6,000	5,000	2,000	3,000			
1st & 2nd Fig. Red Gum, 6" & up 30,000	26,000	10,000	25,000	15,000	4,000	2,000	2,000			
No. 1 Com. Fig. Red Gum, 4" & up 5,000	4,000	4,000	5,000	5,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up 200,000	250,000	100,000	250,000	300,000	250,000	200,000	15,000	*15,000	*16,000	
No. 1 Com. Pl. Red Gum, 4" & up 85,000	50,000	65,000	75,000	350,000	40,000	20,000	15,000	*12,000	*14,000	
1st & 2nd Sap Gum, 6" & up 30,000	25,000	\$0,000	30,000	20,000	20,000	15,000	28,000			
1st & 2nd Sap Gum, 13-17" & up	20,000	15,000	25,000	80,000	6,000					
1st & 2nd Sap Gum, 17" & up				35,000						
1st & 2nd Sap Gum Stain, 13" & up				25,000						
Sap Gum Bx. Boards, 13-17"				75,000						
No. 1 Com. Sap Gum, 4" & up 25,000	35,000	30,000	40,000	60,000	45,000	16,000	12,000	14,000		
No. 2 Com. Sap Gum, 3" & up 50,000	100,000	65,000	180,000			60,000	15,000	13,000		
1st & 2nd Tupelo Gum, 6" & up				25,000						
No. 1 Com. Tupelo Gum, 4" & up				10,000						
1st & 2nd Cypress, 6" & up				19,000		50,000	12,000			
Select Cypress, 6" & up				60,000		50,000	8,000			
No. 1 Shop Cypress, 5" & up				40,000		17,000	17,000			

<sup>\*</sup>Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

be absolutely free from stain. Kraetzer-Cured Lumber is of a soft mild texture and uniform color.

We have facilities for kiln-drying and surfacing. Oak timbers, switch and cross ties, car stock, bridge and crossing plank we specialize on.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND-WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

a year ago, permits for only \$153,455 worth of work were granted. One of the largest permits issued during the month was taken out by the Milwauke school board for the crection of the new \$400,000 Washington high school. The building inspector is confident that the year's building record will not be far behind the new high record attained in 1912, when more than \$15,000,000 was invested in building here.

The mild weather, which has been experienced up to this date all over wisconsin, has worked have in the legging situation and unless there is a change soon, the legging output is bound to be decreased. Not only is there no snow in the northern lumber country, but the ground is not frozen, so that it is impossible to do any hauling or skidding. Lumber companies and logging concerns went into the woods early last fall, but operations have come to a standstill in most cases, as the woods are filled with cut logs, waiting to be moved and hauled.

Because of the extra expense in logging, companies are cutting wages. Many men are naturally thrown out of employment as a result of the unsatisfactory weather conditions and idle men are to be found in all the larger cities, as well as in the lumber country. The monthly report of the Wisconsin Free Employment Bureau shows that the general demand for labor has decreased remarkably of late, while at the same time wages have been cut. The report says that the lumber companies are cancelling their orders for help because of the mild weather and the influx of the unemployed.

#### —— ≺ LIVERPOOL >=

The market position continues exceedingly quiet. The general conversation at the various exchanges has been quite depressing and there seems little prospect of an encouraging nature for the new year. Prices in almost every direction run lower than at the beginning of this year, almost every direction run lower than at the beginning or this year, though as far as shippers are concerned this fact has some compensation in the lower sea freights now ruling. In fact, probably from their point of view actual profits are running on a higher basis. Round hickory is perhaps the firmest spot on the market but shipment without definite orders is not recommended as some thousands of logs are on the way to this port and this is bound to cause a severe slump. It is really incredible that shippers can be so foolish as to ship stock like hickory on consignment. If they stood out boldly, they could quite easily secure contracts on a sound basis but as things are at present they ruin their marthates our state of the suicidal policy of shipping on consignment in parcels which frighten buyers away. In the early part of the season when markets are frighten ouyers away. In the early part of the scasou when markets are bare they do gain advantageous prices but on the balance they lose heavily. The same remarks apply to ash planks. In the middle of this year good contracts were secured at very high prices. In the face of this some shippers shipped a few cars on consignment and immediately the bottom was knocked out of the market. If they had been held for a few months probably good prices could have been secured but the financial position of this market is such that no one can afford to hold stock. The same remarks applied to wagon oak earlier in the year. The market has now recovered considerably in the absence recently of consignment shipments. The point is that the danger of consignment shipments gives no encouragement to those prepared to make contracts for forward delivery. These firms should receive every encouragement from shippers. Round ash is a good spot at the moment though shipments should not be made without orders. The mahogany position was decidedly weak at the last sales held. General opinion favors a considerable reduction in value and that stocks are, too heavy. Buyers on the other side are strongly advised to play the waiting game.

#### ====< GLASGOW >=

The timber trade in the West of Scotland continues quiet, only occasional transactions of any consequence being reported. In shipbuilding specialities there is a moderate amount of business passing, a steady demand existing for Oregon pine, pitch pine and elm. The existing high prices, no doubt, are not calculated to encourage heavy buying and apart from that those taking stock at the end of the year are naturally disinclined to purchase more than they have immediate use for. In packing case material there is a little movement and there would be considerably more if holders would show more disposition to meet buyers' ideas of price, but this they appear disinclined to do, an indication of their belief that values are likely to be maintained.

The Montreal season has now closed and the last arrival brought in a large quantity of pine deals of which a considerable amount is being stored. The S. S. "Mombassa" from New Orleans krived this week and has the usual assorted cargo. The chief items include oak boards, hazel pine boards, California pine strips, sugar pine, hickory and ash logs, pitch pine decks.

So far discharge only is in progress but it is understood that fair proportion is sold on an ex-quay basis.

Staves of all kinds still play a prominent part in this steamer.

The freight market is becoming busier, as indicated by the engagements during the past week.

The last fixture will be for redwood and certainly there has been quite a fair quantity of this sold within the pnst three months and by the time the chartered vessel arrives the market will be in good shape.

The figures for the Clyde Shipbuilding are just to hand and are as follows: 1913, November, 68,992 tons; 1912, November, 68,488 tons; 1913, January to November, 628,816 tons.



Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty: Quarter-sawed White Oak Flooring Thicknesses: 38" and 13/16" Standard Widths

Your Inquiries Solicited

Quick Shipments Guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

## **Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASSWOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.
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Sales Office Cincinnati, O.

## WANTED

All Kinds of High-Grade

## **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia, NEW YORK

## The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

## WHY?

WHY do more than 380 of the most prominent and successful lumber manufacturers exchange nearly \$30,000,000.00 of indemnity against fire loss at

## Manufacturing Lumbermen's Underwriters

## BECAUSE!

**BECAUSE** it is the oldest and strongest inter-insurance association among lumbermen, being now in its fifteenth year.

BECAUSE \$978,432.40 cash savings have been returned to members.

**BECAUSE** \$856,831.32 cash surplus, owned entirely by the members, has been accumulated.

**BECAUSE** \$2,443,029.00 has been paid in losses under prompt and equitable adjustments without resort to quibbling or technical controversy.

BECAUSE it was the first to settle lumber losses on a market value basis.

**BECAUSE** the regular, frequent and thorough inspections given the plants of all members help them to prevent fires, thus materially reducing both the fire waste and the cost of indemnity.

FOR FULL PARTICULARS ADDRESS

Western Representative
HARRY B. CLARK,
Portland, Ore,

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Attorney in Fact, KANSAS CITY, MO.

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Holyoke, Chas 11	Archer Lumber Company	46	Company	63	Gerlach, The Peter, Company 5 Linderman Machine Co., The 6	
Kent, J. S., Co	Atlantic Lumber Company	49	Webster, George, Lumber Co	11	Mershon, W. B., & Co 6	81
Kneeland-Bigelow Co., The 3	Baker-Matthews Mfg. Co Bennett & Witte	7	White Lake Lumber Company	51	Phoenix Manufacturing Co 6 Saranac Machine Company 6	
Licking River Lumber Co 51	Black, Fred W., Lumber Co	49	Whitmer, Wm., & Sons Wiggin, H. D.	10	Sinker-Davis Company	10
Litchfield, William E 10	Bluestone Land & Lumber Co Bonner, J. H., & Sons	44	Williams, Ichabod T., & Sons		Westinghouse Electric &	
McIlvain, J. Gibson, & Co 2 McLean, Hugh, Lumber Co 66	Booker-Cecil Company	4	Williamson-Kuny Mill & Lumber	10	Mfg. Company	
Miller, Anthony 66	Bradley, E. C., Lumber Co	42	Company	10	LOGGING MACHINERY.	
Mitchell Bros. Co 3	Brown, Geo. C., & Co Brown, Mark H., Lumber Co	47	Wisconsin Lumber Company	5	Baldwin Locomotive Works	
Mowbray & Robinson Co 7 Palmer & Parker Co 10	Brown, W. P., & Sons Lumber		Wistar, Underhill & Nixon Wood-Mosaic Company	10 11	Clyde Iron Works 6 Fitzgibbons & Krebs	\$2
Parry, Chas, K., & Co 9	Co	4	Wood, R. E., Lumber Company.	11	Lidgerwood Mfg. Company 6	52
Sawyer-Goodman Company	Carrier Lumber & Mfg. Co		Yeager, Orson E	66	Russel Wheel & Foundry Co	
Scott & Howe Lumber Co 63 Standard Hardwood Lumber Co. 66	Coale, Thos. E., Lumber Co	10	VENEERS AND PANELS.		DRY KILNS AND BLOWERS.	
Stearns Salt & Lumber Company 8	Conasauga Lumber Company Crane, C., & Co	42	Adams & Raymond Veneer Co	65	Grand Rapids Veneer Works 6	
Stephenson, The I., Company 63 Stewart, I. N., & Bro 66	Davis, Edw. L., Lumber Com-	20	Ahnapee Veneer & Seating Co.	64	Kraetzer Company, The 5 National Dry Kiln Company 6	
Struthers Cooperage Company	pany	4	Anderson Veneer & Sawmill Co. Astoria Veneer Mills & Dock Co	64	Phila. Textile Mchy. Company	
Sullivan, T. & Co 66	Day Lumber & Coal Company Dempsey, W. W	42	Black, Fred W., Lumber Co		Standard Dry Kiln Company 6	1
Taylor, W. R., Lumber Company 10	Elias, G., & Bro	66	Central Veneer Company		SAWS, KNIVES AND SUPPLIES	i.
Tegge Lumber Co	Estabrook-Skeele Lumber Co	5	Evansville Veneer Company		Atkins, E. C., & Co	
Webster, George, Lumber Co 11	Evans, G. H., Lumber Company Farrin, M. B., Lumber Co	8	Hoffman Bros. Company	65	Covel Manufacturing Company. 1: Simonds Mfg. Company	2
White Lake Lumber Company 51	Farris Hardwood Lumber Co	9	Huddleston-Marsh Lumber Co  Jarrell, B. C., & Co	65		
Wiggin, H. D	Faust Bros. Lumber Company	12	Kentucky Veneer Works	41	LUMBER INSURANCE.	
Willson Bros. Lumber Company. 10	Flanner-Steger Land & Lumber Company		Knoxville Veneer Company	6	Central Manufacturers' Mut. Ins.	
Wistar, Underhill & Nixon 10	Foot, L	41	Louisville Veneer Mills	4	Company Epperson, U. S., & Co	
Wood-Mosaic Company 11 Yeager, Orson E 66	Garetson-Greason Lumber Co	9 46	Memphis Veneer & Lumber Co		Indiana Lumbermen's Mut. Ins.	
Young, W. D., & Co 3	Gary, W. W	44	Ohio Veneer Company  Palmer & Parker Company	10	Company Lumber Mutual Fire Insurance	
POPLAR.	Hayden & Westcott Lumber Co	5	Putnam Veneer and Lumber Co		Company	
Anderson-Tully Company 8	Heyser, W. E., Lumber Co Himmelberger-Harrison Lumber	7	Rayner, J	5	Lumbermen's Mut. Ins. Co Lumbermen's Underwriting Alli-	
Atlantic Lumber Company 49	Company					
Day Lumber & Coal Company 43		47	Rice Veneer & Lumber Company	65	ance	
	Huddleton-Marsh Lumber Co		Underwood Veneer Company	65	Manufacturing Lumbermen's	
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	Huddleton-Marsh Lumber Co Johns-Mowbray-Nelson Co Kennedy, James, & Co Kent, J. S., Company	42 42 10	Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber	48 12	ance Manufacturing Lumbermen's Underwriters	i3
Farrin, M. B., Lumber Company. 43 Faust Bros. Lumber Co 12	Huddleton-Marsh Lumber Co Johns-Mowbray-Nelson Co Kennedy, James, & Co Kent, J. S., Company Kentucky-Indiana Hardwood Co.	42 42 10 4	Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company	48 12	ance Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company. Rankin-Benedict Underwriting	
Farrin, M. B., Lumber Company.       43         Faust Bros. Lumber Co	Huddleton-Marsh Lumber Co Johns-Mowbray-Nelson Co Kennedy, James, & Co Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company Kimball & Kopcke	42 42 10 4 53 6	Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber	48 12 12 11	ance Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company Rankin-Benedict Underwriting Company	
Farrin, M. B., Lumber Company.       43         Faust Bros. Lumber Co.       12         Kentucky Lumber Company.       5         Logan, J. M., Lumber Co.       6         Maphet & Shea Lumber Co.       6         Vansant, Kitchen & Co.       68	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co	42 42 10 4 53 6 57	Underwood Veneer Company Willey, C. L Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC	48 12 12 11	Annue Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company	53
Farrin, M. B., Lumber Company.       43         Faust Bros. Lumber Co.       12         Kentucky Lumber Company.       53         Logan, J. M., Lumber Co.       6         Maphet & Shea Lumber Co.       6         Vansant, Kitchen & Co.       68         Wood, R. E., Lumber Company.       11	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co Kennedy, James, & Co Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company Kimball & Kopeke Klann, E. H., Lumber Co Kosse, Shoe & Schleyer Co	42 42 10 4 53 6 57 42	Underwood Veneer Company Willey, C. L. Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company. Wood-Mosaic Company MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co	48 12 12 11	ance Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company. Rankin-Benedict Underwriting Company 5 TIMBER LANDS. Foot, L. 4 Lacey, James D., & Co. 4	53
Farrin, M. B., Lumber Company.       43         Faust Bros. Lumber Co.       12         Kentucky Lumber Company.       53         Logan, J. M., Lumber Co.       6         Maphet & Shea Lumber Co.       6         Vansant, Kitchen & Co.       6         Wood, R. E., Lumber Company.       11         Yellow Poplar Lumber Co.       53-68	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co Kennedy, James, & Co Kentucky Lompany Kentucky-Indiana Hardwood Co. Kentucky Lumber Company Kimball & Kopeke Klann, E. H., Lumber Co Kosse, Shoe & Schleyer Co Lamb-Fish Lumber Company Leming, M. E., Lumber Com-	42 42 10 4 53 6 57 42	Underwood Veneer Company Willey, C. L. Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co Evansville Veneer Company	48 12 12 11 64	ance Manufacturing Lumbermen's Underwriters	53
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Farrin, M. B., Lumber Company       43         Faust Bros. Lumber Co.       12         Kentucky Lumber Company       53         Logan, J. M., Lumber Co.       6         Maphet & Shea Lumber Co.       6         Vansant, Kitchen & Co.       6         Wood, R. E., Lumber Company       11         Yellow Poplar Lumber Co.       53-68         RED GUM.         Anderson-Tully Company       8         Archer Lumber Company       46	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co	42 42 10 4 53 6 57 42 52	Underwood Veneer Company Willey, C. L. Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co Louisville Veneer Mills Memphis Veneer & Lumber Co.	48 12 12 11 64 49	Annee  Manufacturing Lumbermen's  Underwriters 5  Pennsylvania Lumbermen's Mut.  Fire Ins. Company 5  TIMBER LANDS.  Foot, L 4  Lacey, James D. & Co.  Southern Railway. 5  Spry, John C. 5  TIMBER ESTIMATORS.	53 41 57 5
Farrin, M. B., Lumber Company. 43 Faust Bros. Lumber Co	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co. Kennedy, James, & Co. Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company. Kimball & Kopcke. Klann, E. H., Lumber Co. Kosse, Shoe & Schleyer Co. Lamb-Fish Lumber Company Leming, M. E., Lumber Company Lisking River Lumber Co. Litchfield, William E. Little River Lumber Company.	42 42 10 4 53 6 57 42 52	Underwood Veneer Company Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company Wahogany Walnut, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co Louisville Veneer Mills Memphis Veneer & Lumber Co	48 12 12 11 64 49	ance Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company 5 Rankin-Benedict Underwriting Company 5 TIMBER LANDS. Foot, L 4 Lacey, James D., & Co. Southern Railway 5 Spry, John C 7 TIMBER ESTIMATORS. Griffith, Clarence W 4	53 41 57 5
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Farrin, M. B., Lumber Company         43           Faust Bros. Lumber Co.         12           Kentucky Lumber Company         53           Logan, J. M., Lumber Co.         6           Maphet & Shea Lumber Co.         6           Vansant, Kitchen & Co.         6           Wood, R. E., Lumber Company         11           Yellow Poplar Lumber Co.         53.68           RED GUM         8           Anderson-Tully Company         46           Baker-Matthews Mfg. Co.         47           Bonner, J. H., & Sons         46           Brown, Geo. C., & Co.         46           Brown, Mark H., Lumber Conpany         8           Tevans, G. H., Lumber Company         8	Huddleton-Marsh Lumber Co. Johns-Mowbray-Nelson Co. Kennedy, James, & Co. Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company. Kimball & Kopeke. Klann, E. H., Lumber Co. Kosse, Shoe & Schleyer Co. Lamb-Fish Lumber Company. Leming. M. E., Lumber Company. Licking River Lumber Co. Litchfield, William E. Little River Lumber Co. Louisville Veneer Mills. Molly Sheat Lumber Co.	42 42 10 4 53 6 57 42 52 41 51	Underwood Veneer Company Williams, Ichabod T., & Sons Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC Astoria Veneer Mills & Dock Co Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co Louisville Veneer Mills. Memphis Veneer & Lumber Co. Palmer & Parker Co Purcell, Frank Rayner, J Struthers Cooperage Company	48 12 12 11 64 49 4 10 45 5	ance Manufacturing Lumbermen's Underwriters 5 Pennsylvania Lumbermen's Mut. Fire Ins. Company 6 TIMBER LANDS. Foot, L. 4 Lacey, James D., & Co. Southern Railway. 5 Spry, John C. 5 TIMBER ESTIMATORS. Griffith, Clarence W. 4 McDonald, Thos. J. 56 MISCELLANEOUS. Astoria Veneer Mills & Dock Co. 6	53 41 57 5 5
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#### FOR SALE

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#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green

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Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

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These tally books are perfection for durability-covenience, accuracy, and for systematizing the inspection and measurement of lumber

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#### PRICE LIST

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Specimen forms of Tally Tickets mailed on applica-tion. Covers sold on approval to responsible concerns,

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(Bulletin Dept.)

537 So. Dearborn St., CHICAGO

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By Henry H. Gibson

Edited by Hu Maxwell

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Hardwoods
Hardy catalpa
Haw
Hawthorn
Healing balsam

Haw thorn Hawthorn Hawthorn Heart leaved thorn Hart-leaved thorn Heart pine Heart wooded pine Heart wood heart pine Heart wood heart pine Heart

Horsebean

Horsebean
Horse chestnut
Horse plum
Huajilio
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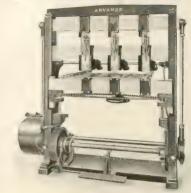


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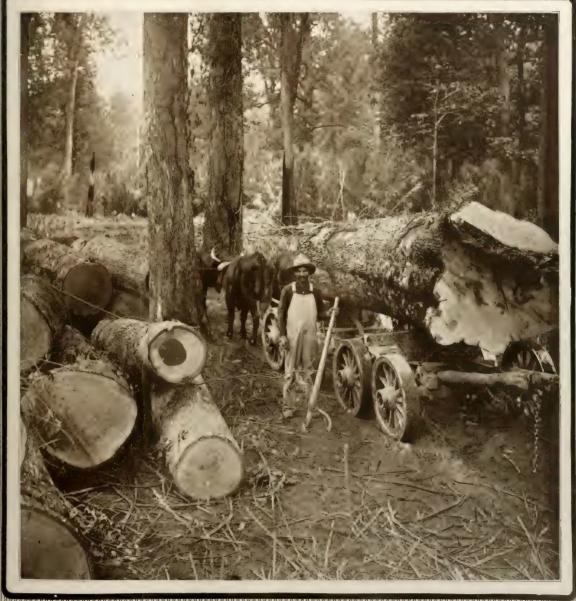
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CHICAGO, JANUARY 10, 1914

Subscription \$2. Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

## Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson Mcllvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

## For Quick Shipment

5 cars 4/4" 1s & 2s Q. W. O.
3 cars 4/4" No. 1 Com. Q. W. O.
3 cars 4/4" Clear Q. W. O. Strips, 4 to 5½".
1 car 4/4" Clear Q. W. O. Strips, 2½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 3½".
½ car 4/4" Clear Q. W. O. Strips, 1½ to 2".
4 cars 4/4" No. 1 Com. Plain W. O.
3 cars 4/4" No. 1 Com. Plain W. O.
2 cars 4/4" No. 1 Com. Plain R. O.
7 cars 4/4" No. 1 Com. Plain R. O.
2 cars 5/4" 1s & 2s Plain R. O.
1 car 5/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain R. O.
5 cars 4/4" No. 1 Com. Plain Red Gum.
7 cars 4/4" No. 1 Com. Plain Red Gum.
1 car 5/4" 1s & 2s Plain Red Gum.
1 car 5/8" 1s & 2s Plain Red Gum.
2 cars 5/4" 1s & 2s Plain Red Gum.
3 cars 4/4" No. 1 Com. Qtd. Red Gum.
1 car 5/8" 1s & 2s Plain Red Gum.
3 cars 4/4" 1s & 2s Sap Gum.
3 cars 4/4" 1s & 2s Cottonwood, 13" and up.
8 cars 4/4" Cottonwood Box Boards, 9 to 12".
2 cars 4/4" Cottonwood Box Boards, 9 to 10".
7 cars 4/4" No. 1 Com. Cottonwood.

Immediate Attention to All Inquiries

Memphis Band Mill Company Memphis, Tenn.



#### Cartier - Holland Lumber Company



## Mr. Consumer:-

High cost of living is the main question with you today. Our prices will relieve this situation to some extent. May we quote you on the following High Grade Stock?

60,000' 4/4 End Dried Winter Cut White Maple 3,000' 5/4 End Dried Winter Cut White Maple 3,000' 6/4 End Dried Winter Cut White Maple

5,000' 8/4 End Dried Winter Cut White Maple 30,000' 4/4 Firsts and Seconds Unselected Maple 46,000' 8/4 Selected No. 1 Common and Better

Maple
175,000′ 4/4 Pine Crating (Wide Run)

150,000 4/4 Pine Crating (Wide Run)
150,000' 4/4 No. 2 and 3 Common Basswood

WE CAN SURFACE AS DESIRED



Ludington Michigan



## MICHIGAN

PAMOUS FOR HARD MAPLE AND GREY ELM

## BASSWOOD

We Offer for Prompt Shipment

1	x 4	Clear Strips	150 M
1	хб	1's and 2's	100 M
1	хб	to 11" 1's and 2's	75 M
1	x 3	No. 1 Common	30 M
1	x 4	No. 1 Common	35 M
1	x 5	No. 1 Common	40 M
1	хб	No. 1 Common	90 M

Jan. 2, 1914

## COBBS & MITCHELL, Inc.

Sales Department

CADILLAC

MICH.

## Mitchell Brothers Co.

Dry Stock List

#### MICHIGAN HARDWOODS

Cadillac, Mich.

Jan. 2, 1914

1x U Basswood, Clear,	1 1	1.
tvi & er Basswood, No. 1 Commen	; 1	M
1 1 Birch, 1s & 2s, Red	17	V
4/4 Cadillac Gray Elm 1s & 2s	100	M
4/4 Cadillac Gray Elm, No. 1 Common	100	M
4 4 Cadillac Gray Elm, No. 2 Common	1:::1	1
4 '4 Soft Maple, No. 3 Com	9	N
4/4 White Maple, end dried (clear)	10	M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

## W. D. YOUNG & CO.

MANUFACTURERS

## FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

BAY CITY,

...

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MICHIGAN

THE

## Kneeland-Bigelow Company

#### Hardwood Manufacturers

100,000 ft. 5/4 No. 2 Common & Better Beech

150,000 ft. 6/4 No. 2 Common & Better Beech

50,000 ft. 5/4 1sts & 2nds Basswood

12,000 ft. 10/4 No. 1 Common & Better Basswood

60,000 ft. 4 4 No. 3 Common Maple

50,000 ft. 6 4 No. 3 Common Elm

All of the above etock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.





OUR DOUBLE BAND MILL-HUTTIG, RK.

#### Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "inequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

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WANTED—TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD 4 CARS 3" ROCK ELM BRIDGE PLANK 800,000 FEET NO. 3 HEMLOCK 100,000 FEET 4/4 BOX COMMON BIRCH

SEND US YOUR INQUIRIES

MILLS: BLACKWELL, WISCONSIN GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

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THE GREATEST HARDWOOD MARKET IN THE WORLD

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FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban,

ENGLISH BROWN OAK CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white. GUM, figured and plain.

MAPLE, bird's-eye and plain. POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, crossbanding and bottoms.

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MAHOGANY. CIRCASSIAN WALNUT. AM. (Black) WALNUT. RED CEDAR.

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1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

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ALL WOODS SEND FOR STOCK LIST

MAHOGANY LUMBER

GARROLL AVE. AND SHELDON ST. CHICAGO

#### Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building,

CHICAGO

'PHONE HARRISON 1984

## Close Application

To the study of the source of supply, manufacture and merchandising of

## Circassian Walnut

has resulted in our carrying not only one of the biggest but a remarkably well assorted stock of that line of veneers, and it is only logical that we can take care of any order, no matter what the peculiarity or proportions.

A member of our firm personally bought a fine lot of mahogany logs at the Liverpool sales in October, which we are now cutting. The natural supposition is that this stock is right. Now ready for your inspection.

#### R. S. BACON VENEER COMPANY 213-217 North Ann St., CHICAGO

IMPORTERS, MANUFACTURERS AND JOBBERS

Everything in Veneer

#### CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

#### WE HAVE

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM,
MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED
HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

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Famous for Finest Type of Poplar, Oak and Chestnut

## VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE. TENNESSEE.

#### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

#### QUARTERED WHITE DAK PLAIN DAK POPLAR WAINIT &

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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#### J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:

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We Want Orders for the following Dry Stock: WHITE OAK-Plain or Quartered.

RED OAK-Plain or Quartered.

CHESTNUT POPLAR

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

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#### Manufacturers Wholesalers

OFFICE: 703-705 HENSON BUILDING

Yard: Middlebrook Pike and Lonsdale Car Line

#### KNOXVILLE, CENN.

WE WANT TO MOVE

3 cars 4/4 No. 1 Common Poplar, 7" & up 2 cars 4/4 Clear Sap Poplar, 7" & up 1 car 4/4 Select Poplar, 7" & up 1 car 4/4 1 & 2 Red Oak, 10" & up 1 car 4/4 1 & 2 Chestnut 1 car 4/4 No. 1 Common Chestnut

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YELLOW PINE, HEMLOCK BARK, ETC.

BAND AND CIRCULAR MILLS—EAST TENN.
MOUNTAIN VIRGIN HARDWOOD STUMPAGE

## Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

#### "THE VERY BEST"

ASH, CHESTNUT, RED OAK, WHITE OAK, PINE. POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

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#### DON'T WORRY

If your stock is not soft in texture, even colored and well manufactured, you can get stock that is

## The Mobray & Robinson Company CINCINNATI, OHIO

M. nufacturers of Plain and Quartered Oak and Poplar

MILLS
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Viper, Ky.
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MAIN OFFICE CINCINNATI, OHIO YARDS Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

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Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

## BENNETT & WITTE 224 West Fourth St. CINCINNATI, O.

W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'y & Treas.

## The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

## A Prominent Veneer Man says:

If the lieve your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

# GRADES STEAR SPROMPT SERVICE HARDWOOD SPECIALISTS

Look over this full assortment of dry stock for prompt shipment.

When you order be sure to specify

## LOWER PENINSULA SOFT GRAY ELM

The wood that made Michigan famous.



Thick Elm, Showing Method of Piling

#### Dry Soft Gray Elm

40M 4/4 FAS. 55M 6/4 FAS. 35M 8/4 FAS. 40M 12/4 FAS. 35M 4/4 No. 1 Com. 45M 6/4 No. 1 Com. 25M 8/4 No. 1 Com. 40M 12/4 No. 1 Com. 25M 10/4 No. 1 Com.

& Btr. 17M 16/4 No. 1 Com. & Btr.

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

## **Band Sawn Hardwoods**

WE PRODUCE OUR OWN STOCKS

#### **Our Specialties:**

Cottonwood— Oak Three Ply Red Red and Sap Gum Plain and Quartered Gum Panels

#### A Few Items We Want To Move

7 cars 4/4" 1st & 2nds Red Gum.

15 cars 4/4" No. 1 Common Red Gum.

5 cars 6/4" 1sts & 2nds Sap Gum.

5 cars 4/4" Select Yellow Cypress.

7 cars 4/4" No. 1 Shop Yellow Cypress.

8 cars  $4/4" \times 13"$  to 17" 1sts & 2nds Cottonwood.

5 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.

9 cars 4/4" x 13" to 17" Cottonwood Box Boards.

4 cars 4/4" x 18" to 21" No. 1 & Panel Cottonwood.

4 cars 4/4 x 16 .to 21 No. 1 & Paner Cottonwood

1 car 3/8" No. 1 Common Qtd. White Oak.

2 cars 1/2" No. 1 Common Otd. White Oak.

10 cars 6/4" Log Run Soft Maple.

7 cars 4/4" 1sts & 2nds Plain Red Oak.

9 cars 4/4" No. 1 Common Plain Red Oak.

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn.

**BOX SHOOKS and VENEERS** 

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.



#### B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

#### VENEERS

Cut right: dried right: prices right

HUMBOLDT. - TENNESSEE

#### Write us for description and prices on the following stock:

4/4", 6/4" & 8/4" Sap Poplar

5 8", 4/4", 5/4", 6/4" and 8/4" No. 1

Common Poplar 4/4", 6/4" and 8/4" No. 2 Common Poplar

4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

#### FARRIS HARDWOOD LUMBER CO.

Manufacturers of Hardwood Lumber

Nashville, Tenn.

#### We will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar

4/4 and 8/4 Sap Poplar. 14", 14" and 24" No. 1 Common Poplar

4 4 No. 1 and Panel Poplar in widths of 12 to 17". 18 to 23" and 24" and up

4/4 x 13 to 17" Poplar Box Boards.

4/4 1s & 2s Basswood or Linn-very fine

3/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oak

4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak

6/4 1s & 2s Qtd. R. Oak. 4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak 6/4 and 10/4 1s & 2s Hickory.

4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory

4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory

4/4 1s & 2s Chestnut, also 5, 6 and 8/4 4/4 No. 1 Common Chestnut

## John B. Ransom & Co.

MANSIFACTURERS OF

#### Hardwood Lumber

Nashville, Tenn.

#### GARETSON-GREASON LUMBER CO. ST. LOUIS 1002-1005 Times Bldg.

MANUFACTURERS

Four Mills

## Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood One car 4/4 1st and 2nd Basswood Three cars 4/4 No. 2 common Basswood Two cars 4/4 No. 3 common Basswood Two cars 5/4 common and better Chestnut Three cars 8/4 common and better Chestnut Three cars 8/4 common and better Red Oak Four cars 4/4 common and better Red Oak Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day Charles K. Parry & Co. Sole Selling Agents Philadelphia

## Hardwood Record's

strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

## Salt Lick Lumber Co.

KENTUCKY

MANUFACTURERS OF

Complete stock of 3/8" and 13/16" in all standard widths

## LOUISVILLE THE HARDWOOD GATEWAY OF THE SOUTH

# Do You Buy in Mixed Cars?

I be you prefer to buy cars containing a number of items of lumber, in stead of buying carload lots of each item, you will find that business of this kind can be handled to the best advantage in Louisville.

The reason for this is first, that **Louisville** regularly handles a greater number of hardwoods than any other market of consequence, and second, that the stocks of the leading houses are interchangeable, enabling co-operative arrangements to be made in filling a car calling for scarce or unusual items.

If you want a few thousand feet of some item which you have had a hard time getting, let one of the undersigned ship it to you in a car of a staple commodity. The stock you want is here, all right; it is simply a question of letting us know that you want it.

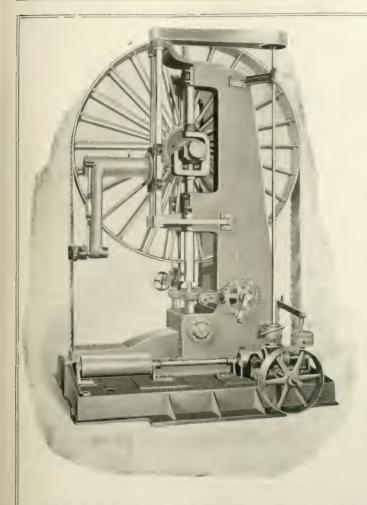
Incidentally, remember that 1914 is going to be a good year, and that hardwood lumber is pretty sure to be worth a good deal more in a few months than it is now. The bankers say that the new currency bill will make for easy money, and if you want to make some easy money on hardwoods, either for your own use or for resale, don't forget to write to Louisville, Headquarters for Hardwoods.

Edward L. Davis Lumber Company Stemmelen Lumber Company Louisville Veneer Mills Booker-Cecil Company

Norman Lumber Company
(Mills at Holly Ridge, La.)
Kentucky-Indiana Hardwood Company
W. P. Brown & Sons Lumber Company
North Vernon Lumber Company

Anderson Veneer & Sawmill Company





## Newest Hoosier Band Saw Mill

We have been building band mills for thirtyfive years and this New Hoosier Band Saw Mill represents the experience of these years.

The simplest mill in construction and the easiest kept in order.

We build this mill in three sizes, 6, 7 and 8 ft. The widest saw the 6 ft. mill will carry is 10"; the 7 and 8 ft. mills will carry 10, 11 or 12" saws. This mill is built in a substantial manner and embodies all that is latest and best in Band Mill design. The base is of the heavy extension pattern and is so constructed

that it does not overhang the foundation but extends completely around the mill. By means of the construction of the column the upper wheel runs in the center of the mill and is supported both above and below the mandrel. The bearings are long and are chain oiling.

The tension device has roller bearings and is very sensitive and durable. The upper guide is raised and lowered by power and is nonbreakable. The lower guide is so arranged that it can be opened quickly. The roll back of the saw is power driven.

The 6 ft. mill will split a 48" log and lay down a 30" board between saw and column; the 7 ft. will split a 54" log and lay down a 36" board, the 8 ft. will split a 57" log and lay down a 42" board.

## The Sinker-Davis Co., Indianapolis, Ind.

Makers of Hoosier Saw Mill Machinery

BOSTON

NEW YORK

PHILADELPHIA

#### WM. WHITMER

Manufacturers and Wholesalers of All Kinds of

#### & SONS

"If Anybody Can, We Can"

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

**PHILADELPHIA** 

## Willson Bros. Lumber Co.

MANUFACTURERS

#### WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

#### TAYLOR LUMBER

Wholesalers and Manufacturers
CYPRESS, WHITE PINE, HARDWOODS AND HEMLOCK

1829 Land Title Building, PHILADELPHIA, PA.

#### West Virginia Hardwoods

WHITE ASH, WHITE OAK, POPLAR, CHESTNUT, Etc.

If in the market let us have your inquiries and we will quote you attractive prices, and guarantee to ship correct high grade

AMERICAN LUMBER & MFG. COMPANY, Pittsburgh, Pa.

#### Oak Bridge Plank cut to for OUICK SHIPMENT WRITE FOR PRICES

J. S. KENT COMPANY PHILADELPHIA

#### WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the Fast

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

#### 89 STATE STREET D. WIGGIN Η. BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

We Want 1 car 2v2-18" Oak 1 car 21 .. x21 .. - 30 Oak 1 car 2v2-32" Oak I car 8x8 Poplar to Buy: I car 5 8 or 6 4 Qtd. Sycamore

THOMAS E. COALE LUMBER COMPANY

Franklin Bank Pul'ding

PHILADELPHIA, PA.

WISTAR, UNDERHILL & NIXON PHILADELPHIA, PA.

NICE FLAKY STUFF

#### PROCTOR AN-UNPARALLELED SUCCESS

No Splitting Nor Checking N. Clogging

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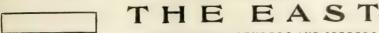
Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L. HANCOCK & SOMERSET STS. PHILA., PA.

#### **Both Ends and the Middle**

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods



LEADING MANUFACTURERS AND JOBBERS

# R.E. Wood Lumber Company

Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

We own our own stumpage and operate our own mills

Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:** CONTINENTAL BUILDING.

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**ET** us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

BIRCH A few cars MAPLE ment at the mill. Write us.

a large assort-

New York Office 25 W. 42d St. Geo. Webster Lumber Co. SPRINGFIELD, MASS.

.. EASTMAN FLOORING CO. SACINAW, MICH.

#### For Prompt Shipment

Basawood—100,000 ft. 5/4 No. 2 Common & Better. Soft Maple—25,000 ft. 4/4 & 8/4 Log Run M. C. O. White & Red Oak—12,000 ft. Log Run M. C. O. Black Walnut—3,000 ft. Log Run M. C. O.

STRUTHERS COOPERAGE CO., Romeo, Michigan

Hard Maple 100,000 ft. 4/4 No. 2 Com.

Tupelo Gum or Bay Pop'ar 100,000 ft. 2/4 Log Run; will grade to suit purchaser.

W. W. DEMPSEY Manufacturer and

Wholesaler of

WE HAVE IT

1 carload 4/4 1s & 2s, Clear. 2 carloads 4/4 Selects. 4 carloads 4/4 6", 8" and 10" No. 2 Com.

Birch 50,000 ft. 4/4 No. 2 Com.

**HARDWOODS** 

BAND SAWED STOCK

A LINE BRINGS PRICE BY RETURN MAIL

General Offices Johnstown, Pa. New York Office No. 18 Broadway

# If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record ::

Chicago

SAVE YOUR MONEY BY USING THE

# OK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Mani-toba and Saskatchewan. The trade recognizes this book as

the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

# Lumbermen's Credit Assn., ESTABLISHED

Se. Dearborn St.

Mention This Paper.

116 Nassau Street NEW YORK CITY

### We Will Quote Unusually Attractive Prices On the Following List of Band Sawn Poplar:

cars 1" 1s & 2s. cars 112" 1s & 2s. cars 212" 1s & 2s. cars 3" 1s & 2s. 8 cars 1" No. 1 Common.
2 cars 14" No. 1 Common.
2 cars 19" No. 1 Common.
2 cars 3" No. 1 Common.
6 cars 3" No. 1 Common.
6 cars 3" No. 1 Common.
1 cars 1" No. 2-A Common.
1 cars 1" No. 2-A Common.
1 cars 2" No. 2 A & B Common.
1 cars 3" No. 2 A & B Common.
1 cars 3" No. 2 A & B Common. Wide Box. S cars 1 Warrow Box.

4 cars 1" Sars & Selects.

1 car 1½ Sars & Selects.

2 cars 1½ Sars & Selects.

2 cars 2" Sars & Selects.

WE HAVE A SPLENDID STOCK OF PLAIN AND OUARTERED RED AND WHITE OAK, ALL GRADES Faust Bros. Lumber Co.

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GRADES AND THICKNESSES

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# OAK FLOORING

Kiln-Dried Polished



Hollow Backed and Bundled



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# **ICHABOD T. WILLIAMS & SONS**

Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street **NEW YORK** 

910 So. Michigan Avenue CHICAGO



# Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

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CHICAGO, JANUARY 10, 1914

No. 6



### Review and Outlook



#### General Market Conditions

THE NEW YEAR IS TOO YOUNG to have developed any real indication of what is to come during the next few months, but it can be stated most emphatically that in spate of the conditions which the lander trade has been builting against for several months, there probably has never been more general feeling of hope or more smere belief in the future of the lumber business. This opinion is not merely the expression of a few members of the trade but is rather the consensus of opinion as expressed by a large number of the most representative men in the business in various sections of the country. The usual opinion is that beginning with the latter part of this month or the early weeks in February there will be real evidence of a change in the tone of general business of the country.

The two factors which have played an important part in all mar ket reports in all lines of business for the last few months—namely, the tariff and currency legislation—are of course statutes now duly the law of the land, but it is nevertheless a fact that the influence of these national questions is still being felt. Foreign manufacturers are really just beginning to feel out the possibilities of trade in this market and it will probably be some little time before they will be actively engaged in competition with domestic manufacturers and then of course arises the problem as to what the outcome of the trade war will be. It is really too early to form any definite idea regarding the direct effect of this proposed foreign invasion upon the manufacturing interests of the United States. Thus the real effect of the tariff is a matter of the future rather than of the past.

Regarding the currency matter, this too is still in the throes of termation but its probable future effect on business can be more clearly analyzed than can the effects of the tariff. It is really a question of merely working out the details of the organization, as the probable working out of the measure can be clearly seen in its theoretical form, which has been pronounced distinctly favorable.

Another encouraging feature of the general situation is the rather better tone which prevails in regard to export shipments. This is more notably true of shipments from eastern centers than from southern ports. Eastern exporters state that the note of inquiry as coming from abroad is very favorable and is the result of a really distinct shortage in all lines of hardwood stocks, which shortage must soon be filled. New Orleans and other southern exporters, however, say that while the situation promises well for the future it is not now in a definitely settled state, the uncertainty as to ocean freight rates seems to be holding up the placing of orders and getting out of shipments. However, generally speaking, it can be said that the export situation looks better than it has for some little time.

Locally, the hopes of the majority of the lumbermen are based

upon really good indications from the consuming end and on favor able conditions which exist at the producing end. The stock situation at the mills continues to be in first-class shape and conditions now existing in some of the southern producing sections promise anything but an accumulation of stocks. In the territory around Memphis, for instance, the outlook for log supply for the coming few months is not at all encouraging, in fact it is stated that along the right of way of the Yazoo & Mississippi Valley the logs piled along the tracks aggregate not more than twenty-five or fifty per cent of what was desired. It is predicted that unless entirely unusual logging weather puts in an appearance during the next couple of months, mills in the Memphis territory will not have enough logs to keep up their output. Northern manufacturers are in a position somewhat similar, as the extremely moderate weather and the absence of snow and freezing temperature has seriously retarded log hauling. Manu facturers in other points are not so retarded but, while they will have their full run, the stock which they will manufacture will all be in strong hands and there will be no danger of its tending to break the market.

No change of notable significance regarding the relative popularity of the various hardwoods has been recorded so far this year, nor is there anything that would particularly indicate a prospective change in their relative standing except regarding the upper grades of most of the more important species. A more favorable demand will necessarily have a lifting effect upon the market for the various grades of the different woods but it is quite likely that the better end of the stock will be most noticeably affected as it is this particular kind of lumber which has felt the recent depression most severely. There have not been any discouraging breaks in the market in general, nor is there anything to indicate any change other than the strengthening of prices all along the line.

#### Trees Old and Young

W HO KNOWS THAT DE SOTO did not tether his mule to the white oak sapling which is represented by the log on the eight-wheeled wagon in the cover picture illustrating this issue of Hardwood Record? The tree from which that log was cut was probably growing in the Mississippi forests while the Spanish explorer was searching his way westward through a country then unknown. He penetrated to the Mississippi river, crossed it, only to perish, and he was buried beneath its muddy waters, his body being enclosed in a hollow tree trunk and loaded with weights to sink it to the bottom. That was the first and the most famous coffin ever known in the Mississippi valley.

The enormous oak log shown in the picture was cut from a tree four or five hundred years old, and whether De Soto's cavaleade.

これる

made up of men, horses, and hogs, passed that way or not, the age of the tree is proof that it was standing at that remote time. It was recently ent by the Carrier Lumber and Manufacturing Company of Sardis, Miss.

The scene which the picture shows so well is a hardwood forest and a log vard. No softwood is seen. The equipment for hanling and the character of the standing timber identify the place as belonging in the South. Though oak is a leading feature of the woodlands, it is only one of many trees which go to the mills in that region. The logs on the dump furnish proof of that fact.

The size of the oak log on the wagon will attract most attention It is unusual but not phenomenal. Some trees increase in value in proportion as they increase in size; others add to their value as they grow in both age and size; while still others are most valuable, in proportion to size, while young. Bulk, therefore, is not the only factor to consider in estimating the worth of a tree, though usually it is the most important. When figured wood is the basis of value, age is essential and size is desirable. This is illustrated by the oaks and black walnut. Colors, on which some of the figures largely depend for their attractiveness, are deepened by age. Size alone will not always do it; but handsome figure unaccompanied by good size is at a disadvantage.

Certain other trees do not increase in value with age, except as they grow in bulk. Some even deteriorate for certain uses as they Hickory and ash are in that class. The wood of these trees, after they have attained the size necessary to produce the stock required for vehicles, handles, and agricultural implements, does not improve as centuries are added. In recognition of that fact, manufacturers often advertise that they use second growth hickory and ash. That is, they cut their stock from small trees; for "second growth," when the term is so employed, cannot mean any thing else.

The young wood is better because it is tougher if not stronger; and for many uses it is liked better because it is whiter. That is particularly true in the manufacture of handles. Figured wood adds little or nothing to a handle's value; in fact, it may be objectionable. Buyers of woods for vehicles, implements, and handles do not search for the largest ash and hickory to be found. They may take such trees, but it is not because they prefer them.

The same rule holds fairly well for oak, and formerly was almost iron bound in its application when oak was used for wagon material. Before large factories were in existence the oldtime village wagon maker went to the forest for his wheel and axle stock. He either cut it himself or supervised the cutting and was his own inspector. He did not select the oldest and largest oaks, though such were plentiful. Those under two feet in diameter-down to a foot-suited him best. Brashness that comes with age is absent from a tree of that size. The old-fashioned wagons would look peculiar today; but they had lasting properties that would compare with anything in the vehicle line now. The wagons made at Conestoga, Pa., and at Newtown, Va., seventy-five or a hundred years ago were famous in their day; and their fame was due to the tough young oak in their wheels and axles. piece was split out to insure against cross grain and knots.

The appreciation of mature oak is modern. The custom of quarter-sawing made it popular. Figure and color are the chief considerations. Two or three centuries added to the standing tree give tone and class. Toughness is not essential or desirable. The opposite is wanted. The wood must work easily, if the manufacturer of furniture and finish is to use it. Figure and color are the essentials. It is thus seen that the oak is pre-eminently fitted for one class of commodities while young and for a wholly different class when old. Though the tree may stand five hundred years, there is no time after it has passed a diameter of one foot, when it is not excellent material for one or more kinds of articles.

#### An Interesting Résumé of Business

THE CHAMBER OF COMMERCE of the United States has gotten out some mighty instructive literature during its short existence. One of its latest efforts is a compilation of trade analyses covering

the various sections of the country from the Atlantic to the Pacific coasts. In connection with this written resume is a chart to show graphically the areas affected and the tone of business in the different sections.

It is interesting to note that a vast bulk of the area of the country, including the entire western section and practically all of Texas. is shown to report "fair business" conditions. A very small area is grouped under the specification "poor," and this comprises a small section immediately adjacent to New York, mainly in New Jersey, part of eastern Pennsylvania, most of Kentucky, the southern part of Tennessee, southern Mississippi, western Arkansas, Missouri, most of Oklahoma, southern section of Kansas, and about onehalf or the central portions of North and South Dakota and Wyoming.

It is apparent that this unfavorable report emanates from the agricultural sections of the country, mainly, and in view of the cash returns from this year's crops, it is rather difficult to reconcile these conditions. It would indicate, however, that the actual cash received by the producer has not been what he had anticipated, and that the bulk of the ultimate price paid for agricultural products was realized by the links in the chain between the producer and the consumer.

Maine and New Hampshire are shown as exhibiting good business conditions throughout as are also West Virginia and Wisconsin. The greater part of Montana is also shown in this category. Other states reporting favorably are the northern part of Iowa, most of Alabama, central Pennsylvania, northern Ohio and Indiana, western Tennessee and northern Mississippi. This means that with the exception of the Montana territory, all reports of really good business come from the states east of the Mississippi and the white area shown which represents the sections reporting under this classification, really comprises quite a little of the eastern half of the United States, and offers a very substantial area in excess of the shaded portion representing poor business.

Thus it can be seen that with good reports and poor reports balancing with a slight balance in favor of the former, and with reports of fair business predominating largely, the general idea of business conditions is not discouraging at all throughout the country. It is reasonable to suppose that the information gathered by the National Chamber of Commerce is authentic. It is also probable that the information has been in the process of collation for some little time, and that since the beginning of this effort conditions have improved somewhat. Hence, there is real reason to believe that the year 1914 will be favorable to business in general.

#### Chicago Building Situation

R EPORTS IN CIRCULATION in Chicago territory would indicate that there is absolutely no hope for the building situation in that city, but this expression is more or less belied by observation in the various apartment sections of the city.

A casual survey of the residential districts shows there are innumerable flat buildings of all types being erected, which would indicate that there is and will continue to be a good call for building materials going into this construction. This of course is the type of building that most affects the lumberman, for while the construction of office buildings may slacken in activity, the falling off in this line is not unduly serious as the quantity of lumber there consumed as compared to the consumption in the planning of flat buildings is, comparatively speaking, not great.

#### Missouri Ouster Decision

R ECENT PROCEEDINGS directly affecting the lumber trade make it evident that the suggestions of President Wilson regarding the application of the anti-trust law might well be put into effect on a nation-wide basis, and the entire matter confined strictly to federal control. It may be remembered that the President has expressed himself as favoring only action which will clarify the issues as set forth by the anti-trust law and that it is not the intention of the administration to drastically revise the provisions of that act. A recent issue of the supreme court of the state of Missouri, whereby a large number of the most important yellow pine manufacturers in

that state were fined heavily and communded to remove their operations outside of the state limits, is surely evidence that some such mutual regulations of trust questions would be highly beneficial. This is particularly true inasmuch as it is very problematical if the decision handed down is an entirely fair one. In fact, it seems that it is really the close application of an obsolete law as compelled by a court which seems to have been rather biased in the question.

The principal charges on which the decision was ultimately rendered seemed to be the issuance of price lists, suggestions on the part of members of the association regarding curtailment of cut, and the maintaining of information regarding the various customers of the pine association. While the ultimate ruling is very likely correct as far as legal technicalities are concerned and as far as its conformity to obsolete law is in evidence, it is certainly not a decision based on real justice. Hence, while it obeys the law it does not appear to be a measure living up to the real purpose of the law.

While the defendants were unquestionably technically guilty of the charges specified, it was proven beyond a shadow of a doubt that the motives behind their various actions were anything but motives which should rightly lead to criminal prosecution. One of the most prominent of the defendants said that in all their actions the yellow pine manufacturers had endeavored to conform closely to the requirements of the law, but that it was impossible even for expert lawyers to specify the strict legality of all actions considering the very much involved character of present. Missouri statutes regarding these matters.

It is highly probable that with some real regulations of trust and corporation conditions instituted by the federal government, justice of a more real character would be the result.

#### Buffalo and the National Wholesalers

GRANTING THE REASONABLENESS of the policy of shifting the convention points for the important lumber associations, the decision of the board of governors of the National Wholesale Lumber Dealers' Association to hold the next annual meeting March 5 and 6 at Buffalo, should meet with the entire approval of everyone interested in that most worthy organization and its purposes. Not only is Buffalo an entirely logical meeting place, for this association in particular, but it is a city which is amply able to take care of the hundreds of visitors who will arrive, and it is further a city that is noted for its live organizations of lumbermen and other business men who will certainly take care of the entertainment features of the convention in a style that will leave nothing to be desired.

Buffalo is a city which has made really remarkable strides of late in the growth of its population and of its industrial and commercial importance. As far as the lumber business is concerned it represents two very important branches of the industry, the rail shipments and the cargo shipments. It is an important distributing point for many large interests and, withal, its connection with the factors related to the National Wholesale Lumber Dealers' Association render it an entirely logical point for that organization to get together for its annual meeting.

#### The Forester's Annual Report

A PRETTY FULL SYNOPSIS of the annual report of the United States Forester will be found in this issue. It is important not only on account of what it contains, but for what it does not contain. There is not one word in it which can be construed as a defense of, much less an apology for, the Forest Service. Time was when half of the Forester's energy was used in defense of his policies and his work. Happily, that is no longer necessary, and all the resources of the Forest Service are employed in pushing ahead. The storms of hostility which were so common and so violent a few years ago have died in the distance, and, to paraphrase Milton, critics "have ceased to bellow through the vast and boundless deep." The solitary voice of opposition still now and then raised, no longer disturbs the plans and progress of the work.

The report is a straightforward account of what the Forest Service has accomplished during the past year. It is a story of progress along the whole line, with no interruption or setback any-

where. The sales of government timber during the year amounted to 2,000,000,000 feet, in eighteen states, including Alaska. Most of the sales have been made to strong companies which are able to build railroads and carry on up-to-date development.

A prediction formerly heard with frequency has failed to come true. It was feared that the government timber would be thrown on the market in such large amounts that private timber owners could not compete. In fact, there were not wanting men who owned no timber but who advocated that very policy for the purpose of providing lumber at or below cost to the people. That is, they wanted the government to use its timber to smash the lumber market. Such a course would have been the height of folly, and a policy like that never had any advocates inside the Forest Service or among sound business men outside.

Time is proving the wisdom of the course followed. No buyer of government timber, as far as is known, has broken or disturbed any market. Such buyers pay too much for their timber to dump it promiseuously. They calculate as carefully as does the man who buys timber from private individuals.

The result is the atmosphere has cleared. This is apparent in the tone of the Forester's report from beginning to end. A welldefined business policy has been inaugurated and there is no apparent reason why it cannot be carried to the end, though that end corresponds approximately with the end of time.

#### Give Justice Where It Is Due

I'T HAS BEEN GRATIFYING to note the sentiment as expressed by the various lumber trade associations during the last few months regarding the proposed horizontal increase of five per cent in freight rates in the official classification territory. Practically without exception clubs and associations are placing themselves on record as desiring that the question be settled without partiality, and that if it be demonstrated that the railroads would really feel the continuance of present freight rates, they be given the benefit of the proposed increase.

HARDWOOD RECORD has contended since this question came up, that the railroads' case is a logical one, and indeed not considering technical evidence, the vast array of figures and statistics which will unquestionably be presented, the evidence as it exists is on the side of the railroads.

It is not logical to suppose that the various big systems of the country prefer to operate shorthanded as to men and equipment or that they would willingly run the risk of losses resulting from accidents due to poor road beds and to imperfectly repaired rolling stock. It is apparent, however, to all those in touch with actual transportation and to those who do any amount of traveling on the railroads, that the various systems of the country could very comfortably use an increased supply of rolling stock and motive power as well as passenger equipment and that the passenger's safety would be very materially augmented by thorough repairs on the road beds of a great many of the important lines, and that there are a great many other very necessary improvements which should be made.

Thus it is reasonable to suppose that the railroads would make these improvements if they could, and it is hardly reasonable to believe that they are foregoing such expenditures merely to create an object lesson which will assist them in securing the increases which they desire.

As the matter affects the lumber business, the activity or inactivity of the railroads has a great deal to do with the prosperity of that branch of business in general. For instance: The first indication of the present laxity in business was the beginning of the policy of retrenchment on the part of the railroads, which condition caused a general let-up in the demand for forest products. It is a known fact that the railroads as customers of the lumbermen are far more important than any other branch of the consuming industries, and hence it is evident that it should be the policy of those merchandizing forest products to give the railroads the benefit of the doubt, and support them in their contention for advanced freight rates, at least until it is conclusively proven that they are making such demand on false pretenses, and that their recent policies have actually been the result of a determination to intimidate the public.

#### That Ten-Hour Law in Arkansas

THE LONG SUPERING LUMBER BUSINESS seems to be beau the transfer of these pays of man, illudvised applications of fed contain state statutes referring to the strict letter of the law. The Meso case are stailout beginning to realize the import of the recent ouster case, while from Arkansas comes the complaint of the styles the of a tay go energe the working hours of working men Aid the proceed for a time to get a number of the big operators on that state in pretty serious trouble. However, the latest advices are to the effect that nothing very serious in the matter of actual proseert op all es at. The man effect will be the discontinuance of the plan which has been in effect for some little time among Arkansas manufacturers, which was instituted solely in the interests of the men themselves. Thus by the insistence of the authorities on strict comphance to negulations regarding the tenhour limit for the working tay, for very class which the authorities are trying to benefit are being robbed of a provision which they have greatly appreciated.

The matter hinges upon the question of working ten hours and a half for five days in the week in order that on the sixth day employes may be enabled to quit at noon. This as set forth by those in charge of the administration of the laws is a direct disobedience of the start fetter of the law, and must be stopped.

When the question was first seriously agitated a number of prominent manufacturers were made defendants and were threatened with severe fines. However, so far the result has been that only one concern was fined and then on only two counts, for \$25 on each. It is the purpose of the authorities, according to their statements, simply to enforce the letter of the law in the future rather than to prose cute those who have in the past granted this favor to their employes,

#### Unexpected Results

S EVERAL STATES and a number of nations have laws for the purpose of compensating employes who meet with accidents while engaged in their ordinary work. These laws have been in operation a sufficient time to give an idea of their operation along certain lines. Some of them are bearing unexpected fruit. For example, it was generally supposed that one of the first results of such laws would be to decrease the number of accidents. It was argued that employers would make conditions as safe as possible, for self-interest if for no other reason, and thereby lessen danger to workmen. It was further supposed that employes would be trained and instructed in the art of taking care of themselves; and that ought to result in a decrease of accidents.

Expectations have not been realized. One of the latest states to be treated to surprise and disappointment is Washington. Compensation for accidents brings more accidents. It has not been charged that employes deliberately injure themselves in order to collect pay for suffering and lost time; but somehow more accidents occur. Possibly some are now reported which formerly were not heard of. A pinched finger or a bump on the back may seem much more serious to a man if he expects pay for it than if he does not. In Washington the reported accidents have increased forty per cent since the compensation law went into effect. If results in that state stood alone, a number of explanations might be offered; but Germany has had the same experience, and a recent review says that the unfortunate feature is that cheating excites neither public contempt nor condemnation.

An instance is cited from records in Germany. Before there was compensation for injuries, the average time of recovery from a broken collar bone was from fifteen to forty days, depending largely on the age of the patient. The young recovered more quickly than those in middle life. Since pensions for the injured went into effect in Germany the average time required for recovery from a broken collar bone is eight months.

It is to be regretted that laws intended to benefit deserving unfortunates must be made a cloak to hide the false pretenses of cheats. There are always plenty of people trying to get something for nothing and they are quick to take advantage of every opportunity to accomplish their purpose. Persons of that kind are the greatest hindrance to real reforms and commendable charity.

#### The Year's Lumber Business in Chicago

THE LUMBLEMEN'S ASSOCIATION OF CHICAGO has published statisties of the lumber trade in Chicago in 1913. The quantity consumed broke all former records, though the amount reshipped fell a little below that of 1912. During the year just ended, the city consumed 1.859.482,107 feet, compared with 1.645,694,947 feet last year. The reshipments in 1913 totaled 941,821,000 feet, and in 1912 they were 996,956,000. The total amount of lumber in the Chicago market in 1913, including what was consumed and what was reshipped, was 2,801,303,107 feet, and in 1912 it was 2,642,650, 947. The gain is 158,646,160 feet. The lake receipts were 264, 318,000 feet in 1915, which was nearly 20,000,000 less than in 1912. Rail receipts were 2,536,958,000 feet in 1913, an increase of 150, 858,000 feet over 1912. During the year 522,435,250 shingles were used in Chicago, or reshipped, which was a gain of 25,000,000 over 1912. The hardwood lumber on hand in Chicago at the close of 1913 was about 100,000,000 feet.

('hicago's claims to preëminent importance as a lumber center' are pretty definitely established by these statistics.

#### Should Not Be Overlooked in Kiln-Drying

L AST ISSUE HARDWOOD RECORD contained an extensive article entitled "Scientific Lumber Drying," and an editorial comment on that article in which the following statement was made: "It does seem that the loosely piled load will dry faster than the one that is closely stacked. Isn't the capacity of a kiln determined by the amount of dry lumber it delivers rather than by the number of feet that can be crowded into it?"

The writer of the article referred to criticises some of the suggestions made in Hardwood Record's editorial comment in the last issue, but says that he is entirely in accord with the idea expressed regarding the piling of lumber in the kiln. It is unquestionably a fact that the great bulk of stress has been laid upon the mechanical layout and actual operation of the various types of dry kilns as advocated by the manufacturers of the different drying appliances now on the market. It is also a fact that while in some cases the manufacturers of the different kilns of modern construction and design have investigated pretty closely the technical side of lumber drying as applied to the action of the different methods upon the wood itself, they have not given as much thought to the arrangement of the boards in the kiln during the drying process.

It is conceded that any proper chemical or mechanical effect which kiln-drying has upon lumber is of vast importance and cannot be too closely studied, and the results too closely observed. On the other hand, the arrangement of the boards as they are put into the kiln preparatory to drying is of almost equal importance and can be worked out along certain lines dependent upon actual rules of physics. It is not necessary, however, to delve exhaustively into the physical laws in order to arrive at proper methods in this particular.

The rush of work often necessitates crowding the kilns to their capacity, and here is where the mistake is very often made. Misunderstanding as to the term "capacity" as applied to the dry kiln in the editorial in last issue of HARDWOOD RECORD, is the keynote of the whole truth. It is natural that the owner of a dry kiln wants to get as much lumber through it in as short a space of time as possible, and he not only wants to get the lumber through, but wants it to come out in the most desirable condition. Hence, if he specifies a certain number of hours for certain species and thicknesses of lumber it seems reasonable on the face of it to suppose that he will get the biggest daily output from his kiln, observing his rules for specific classes of lumber, by loading his truck to the utmost capacity on each load. Such, however, is not always the case as investigation might disclose that by piling his lumber more loosely he can dry it more quickly and also more thoroughly, and it might very easily work out that even were he getting good results from piling his boards comparatively solidly, the saving in time on proper drying in more loosely stacked piles might more than offset the additional lumber dried in each truckload.



## Pert, Pertinent and Impertinent



New York the is Beston to the other Charge for her perk And both get sack a factive rik At money mad New York.

St. Louis soils at Parsonal sis of But Pitts ough heids he will Parising to sean Misson as high Who always "mast I so wn

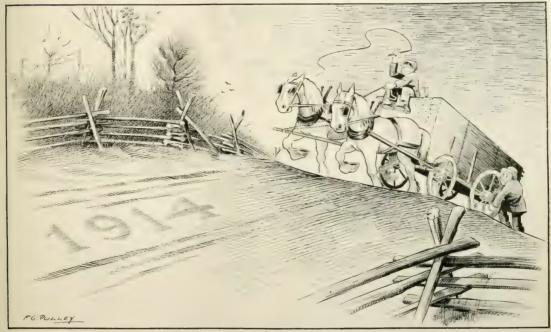
While San Prancisco middly lock's And Philade pena drowers Both thing their okes at other to as Though living in glass houses

Twere harder to withhold our jest. O in the good natured oking. Than for the west to take a test Or Putislaurah Lave of snoking

Hard Colorest College Colorest for a this stand too the Rivals, 'tis true, when skies are blue, Her to one the steem a weedle of

So I he Sam de het hostok Our taunts and chaff are but a laugh, All in a family. W R + C · A · · A · · I · · ·

### EASY GOING AHEAD



#### The way the hardwood situation looks to the majority Ве Нарру

#### Not Even a Cent's Worth

"I offered Chollie a penny for his thoughts" "Did you get them?

"No, he was out of thoughts as usual." Boston Evening Transcript

#### The Dependable Sort

"To look at old Mr. Grabson you wouldn't think he had a friend in the world."

"That's true, and yet he has a million of them "

"Where?"

"In one of the local banks."

#### Birmingham Age Herald.

#### Memory

Somebody of a psychological turn of mind once asked Lord Roseberry, "What is memory?"

"Memory," Roseberry replied, promptly, but somewhat pensively, "memory is the feeling that steals over us when we listen to our friends original stories."

#### Bought It for Cash

Marks "What did you gain in your deal with

Parks "A great deal of respect for Brown's business ability."

Roston French Transcript

If you would be merry, and happy and gay, Just put on a smile and command it to stay Bring up reserve forces, put them all into play,

Then just keep them busy the rest of the day. And then the next day the smile will just come, And you will hear music-the air will just hum ; The folks all around you will quit looking glum, And forget in their joy that life ever was bum

#### A Valuable Pointer

Rebert F. Whitmer, the genial president of Wm. Whitmer & Sons of Philadelphia, takes great pride in his farm and stock. Just now he has a hunting dog, of the process of which he speaks in glowing terms. The other day he told the writer of this article a story so excep-tional that it inspired the composition of the

Bob. Whitmer has a "pointer." As you perhaps have heard. And from the stories that he tells it really is a "bird."

For it when "pointing" a 'Bob White, '
You turn it from the quail.
It casts one backward glance, and then
It "points it" with its tail!

Like the Compass, both ends of this dog point ruseful service.

#### Remarkable if True

"That case of Wedderby's is the most remarkable one I ever heard of."

"It is not so strange. Many another man has stolen \$50,000 from a bank.

"I know. But Wedderby didn't lose it speculating in stocks or spend it on a woman."

#### That's All

"Sure, Mr. Clancy, you've a foine lot of sons,"
"It's right ye are, Mrs. Mulligan. I never have to lift my hand to them except in self-defense."

#### More to the Point

"Of course you favor an elastic currency." "Yes," replied Grandpa Mintlicker; "but I'd like to see some o' that good old-fashioned elasticity that 'ud enable a two-dollar bill to reach all the way around a family market basket."-

#### Point of View

Washington Star

"The point of view makes a great deal of

difference," said the ready made philosopher.
"Yes," replied Mr. Chuggins. "When you are walking you think every automobile is trying to hit you. When you are driving a car you get an idea that every pedestrian is insanely ambitious Washington Star



# Red Gum According to Regions



The users of red gain in trigonising to study the regions where particular on social to proceed. The rotanists find only one real gain in this county. If grown in from New York to Texas and onces or commercial quartety in every southern state; but it is the same two containing a rate as lotanical differences go. Not that recalls ago the word which grow throughout the tree's range was all rots octate to be aube. At any rate, no one had notices after cross tetween them. The popular opinion then was that all gum was abonimable, and if any differences existed it was only a difference in legice of alconimation.

It is needless to say that opinions have undergone a radical change, which is a natural result of an increase in knowledge of the projecties of the wood. It was not long after men began to use it mot to find it suitable for many things that the discovery was made that all gum is not of the same character and quality. When that important fact was once understood, the next step was a search for the regions of districts where choice woods of the several kinds were lest developed. That investigation has now been pretty thoroughly carried out, and large dealers in gum know where to go for the particular kinds which suit their purposes.

All gum lumber is either sap or heart. That means, of course, that it is cut from the colored heartwood or the pale sapwood. Combinations of the two are common in the same pile of lumber. Pretty close grading is necessary to obtain a shipment all heart or all sap, because both kinds are cut from the same tree. How ever, the region, soil, and situation have much to do with the preponderance of sapwood or heartwood in the output of a gum mill. Some trees are nearly all sap, no matter how large or how old they may be; others have thin sapwood. It is not a matter of accident. It is believed to be largely a matter of soil. The wood of small trees—that is, those of from one to five or six inches in diameter—are all sapwood. After that the colored heartwood begins to appear in the center. Gradually, as the trunk enlarges, the colored wood increases also; but there is always a band or zone of greater or less thickness of sapwood.

The interesting point is that some trees do not develop nearly so much heart as others. The sapwood in some is a long time in changing into heart, while in others the change is fairly rapid. The reason underlying the differences in the rate of change is believed to reside in the soil. Heart is nothing more than sapwood in which enough mineral substance has been deposited to give it color—to kill it and embalm it, as it were. This earthy material comes from the soil. It is carried up by soil water and is deposited in the cells and other vessels of the wood.

The fact that some trees have a large proportion of heartwood and others hardly any suggests that there is a difference between the soils in which they grow. Experience has largely sustained that view. Certain valleys, certain slopes, produce the trees which have never developed much heart. Those with little sapwood come from fairly well defined localities also. Buyers who want gum with little sap know pretty well where to go to get it. It is a matter of experience, not of theory. A certain locality produces timber of that kind and dealers know where to find it. The gum-producing areas of the South are now tolerably well understood by dealers. When they want a particular kind they do not need to hunt far.

The term "red gum" is the name of the tree. It does not necessarily follow that lumber cut from that tree will be red in color. That depends upon whether it is sapwood or heart. If it is the former it will lack the red color, though it comes from the red gum tree. Failure to bear that fact in mind has been the cause of many misunderstandings and disputes. A buyer orders red gum and expects it to be the red heartwood; but the seller cuts it from the red gum tree, and considers that he has filled the order properly, even if the shipment contains much sapwood.

Figured gum is another kind that seems to run by regions and areas. It is largely independent—or seems to be independent

of the colaritons which develop heartwood on fail to develop it. All least trees have some heartwood and some sap; but by no means all of them have figure. It is abundant in some and is absent from others, without any known reason. In that respect it is like bird's-eye maple. It hits and misses. However, lumbermen now know what regions to go to when they want figured gum. It runs by areas, districts, and localities. It is nearly absent from extensive tracts of fine gum timber, and present in others. Experience only can determine where to find it.

It is probably a matter of soil. In fact, it is difficult to assign figure in gum to any other cause; but it is not easy to explain just how the production of the figure is accomplished in nature's workshop inside the tree. Irregular deposit of coloring matter produces the figure, but no one has yet explained why such irregular distribution of the pigments takes place.

The deepest figures occur in the heartwood. Some suppose that they do not take place in the sap; but many a figure—a "watered grain," as it may be called—begins on the sapwood before the change to heart is accomplished. It would, therefore, seem that the deposit of the pigments which produce figure in gum are independent of those which ordinarily transform sapwood into heart, though there is no reason to suppose that the colors themselves are produced by different materials.

Many gum trees are figured in the Lutt logs and not farther up the trunks. It is said that the figuring process begins at the ground and works its way up the bole; but further investigation ought to be made before this can be stated as an established fact. Certain it is, however, that there is more figured gum in the lower than the upper part of the tree, though that cannot be said of the formation of heartwood except in proportion as the lower part of the trunk is larger and older than the upper portion. The making of red heartwood and the formation of figure seem, therefore, to be due to independent processes.

It is well known that red gum's figure is fundamentally different from the characteristic figures of oak, ash, and yellow pine. Oak's figure, in quarter-sawed stock, is due to the medullary rays, with certain modifications by rings of annual growth. The figures of chestnut, ash, and the southern yellow pines are due almost wholly to the rings of growth. Gum's figure is due to neither. The shades and tones cross the rings in every direction, though they sometimes follow them with some regularity; and medullary rays have no visible effect. The colors ramify through the wood, obeying no known law of growth or deposit of earthy matter.

It is in this that gum's figure resembles that of Circassian walnut. The latter, however, has a feature generally absent from gum. It is a modification of the figure due to the rings of yearly growth. The deposits of the pigments in the two woods appear to be much the same.

No fact is better known than that the figure and texture of Circassian walnut are influenced by soil and situation. Trees on their native mountains near the Caspian sea yield the Circassian wood of commerce; but the same trees transplanted into Europe will not grow the same class of wood, though some of the European walnuts have had the benefit of 2,000 years in that country.

Gum seems to follow the same law, whatever that law may be. Though red gum has been growing in this country since the Cretaceous age—some millions of years—there are large regions which do not produce any figured wood worth mentioning. Only in certain areas are the conditions right to develop it. Dealers have learned where to look for figured woods of this species. The gold miner cannot locate gold by studying geography, though that may give him a few hints. He must go and dig. When he finds what he is looking for he stakes his claim. The searcher after figured red gum does the same. He locates by exploration.

Some dealers are so well posted on the subject that it would be possible for them to make a map of the red gum's range and indicate the areas where choice figured woods may be obtained.



### Annual Report of Forest Service



The arround report of the Unite. States Forest Service, for the state of the energy lam do, 1915, has been published by Henry S. Graves, who is at the heal of the Carao. The report fills fifty say participates and enters minuter into the work already become plished or planned for the future. A substantial increase in the country of a value of timber all from the national lonests is shown, and a still greater increase in the amount and value of timber sold, largely for future cutting. The gain in timber actually cut has been controlled in the preceding fiscal year; in side receipts, 27 per cent; and in amount of timber sold, 167 per cent.

In 1913 the total sales amounted to more than 2,000,000,000,000 board feet with a stumpage value of nearly \$4,500,000, as against less than \$00,000,000 board feet with a stumpage value of \$1,600,000 in 1912.

The sales business of the year showed operations in eighteen states, including Alaska, or in all states in which national forests are situated, except Kansas, Nebraska, and North Dakota. The largest sales were in California, followed in order by Oregon, Montana, Washington, Arizona, Idaho, Colorado, Arkansas, Alaska, and Utah. In actual cut of timber the order is somewhat changed and the first ten states rank as follows: Montana, Idaho, Arizona, California, Oregon, Colorado, Alaska, Washington, Arkansas, and New Mexico.

It is pointed out that a large part of the proceeds will come in slowly, because extensive improvements must be constructed before cutting can begin, and because operations extend over a term of years. In most large sales one or two years are required for preliminary construction.

The increased sales were made up partly of relatively small contracts for local uses, but many large contracts were let for inaccessible areas whose product will be marketed in the principal consuming regions of the United States. Twelve large contracts were approved for an aggregate total of 1,552,398,000 board feet. The most important of these was a sale of 800,000,000 feet on the Sierra national forest, California, consummated after two years spent in estimates and negotiations. This sale well illustrates the policy pursued in developing inaccessible forest districts. Approximately seventy miles of railroad must be constructed into the Sierra forest, together with a complete mill and logging plant. Twenty-two years are allowed for the removal of the stumpage, with provision for readjustment of the price at intervals of five

Sales under similar terms were approved for 345,000,000 feet on two other national forests.

The most significant of pending transactions are three proposed sales of pulpwood, two of which are in the Tongass national forest, Alaska. The sale of 153,000,000 feet on the national forests of South Dakota will extend widely the local region supplied with lumber from the national forests in the Black Hills.

The main causes of increase in timber sales were: The partial recovery of the lumber market from the depression of 1909-11; the policy of making large sales which has encouraged substantial companies to seek locations in national forests; and the general stimulus to business in the West, due to prospective transportation by the Panama canal.

First in demand is the white pine timber of northern Idaho, now widely used to supplement the white pine forests of the Lake States. Second only to this white pine is the demand for sugar pine in California and for western yellow pine in California and eastern Oregon and Washington.

The demand for Douglas fir on the northern Pacific coast has been less active on account of the enormous amount of private stumpage. There are, however, increased sales in western Oregon and Washington. The demand for western red cedar throughout the Northwest, generally, is very active, both for poles and for shingle stock

Small sales, however, still form the great bulk of the transactions, indicating the continued local character of much of the

business. As compared with 1912, the number of sales of a valuation of \$500 and less increased 6.26 per cent.

There were 1,333 different sales in Montana, the largest number of sales in any one state, this number being due to more than 1,200 small sales. In number of sales, Colorado, Idaho, California, Arizona, Utah, New Mexico, Nevada, Oregon, and Alaska follow in order.

In addition to the amount of timber sold there were given away 121,750,000 board feet of timber, with a total value of about \$192,000. This was disposed of under what are known as "free use permits," by which material is given free in limited quantities to local residents, miners, and others engaged in developing homesteads or mining claims on the forests. Most of the timber so given is dead, the proportion of dead timber being nearly three times that of green.

In making its timber sales the Forest Service has to keep in mind a number of different problems; its aim can not be simply to sell timber. It must prevent losses by fire; must utilize the ripe timber which can be marketed, and cut such timber so as to insure the restocking of the land and a continued forest production; it must sell ripe timber at the appraised market value as required by statute so as to give a proper return to the public which owns it; must prevent speculative holding of government timber and its monopolistic control, and use it as far as possible to maintain competitive conditions in the lumber industry.

Further, the national forests must provide for the requirements of local communities and industries, including the free use of timber and its sale at cost to settlers; make available for settlers timbered lands of agricultural value and at the same time prevent their speculative acquisition and encourage permanent and genuine farming; and finally, the forests should be made to return to the government as soon as possible the entire cost of protection and administration and to yield a revenue to the states which are entitled by law to 25 per cent of all gross receipts as an offset to the loss of local taxes through government ownership.

Most of these aims require no discussion; others still cause some comment.

For example: It has been urged that the government should, through low stumpage rates, force timber upon the market and thus reduce the price of manufactured lumber. The present policy, however, can not be changed without a change in the law. No such change is called for, says Mr. Graves. Sacrifice prices, unwarranted by actual market conditions, would reduce the returns to the public and to the states, but they would not reduce the price of manufactured lumber to the consumer. In the United States ninety-nine and one-half per cent of the timber cut comes from private lands. Competition in production is exceedingly keen. The mill capacity of the country is considerably greater than its normal consumption of lumber. This creates a constant tendency to produce more lumber than the market will take. During a period of depression actual overproduction appears; stock on hand mounts up; price concessions to attract purchasers fail to bring the hopedfor acceleration of sales, and as returns fall below the cost of production curtailment is forced. From 1909 to 1911 many sawmills operated at an actual loss because carrying charges on their indebtedness would not permit them to close down. One hundred and thirty mills in the two leading lumber-producing states were altogether idle in 1909. So long as competitive conditions obtain among manufacturers the lowering of national forest stumpage rates would neither benefit the consumer nor appreciably affect the supply of lumber on the market. One-half of one per cent of the total cut is too small a fraction to have any influence on prices; and although this fraction might be made several times as great as it is by offering government timber at a merely nominal charge, the effect would be simply to throw money away to procure the cutting of public timber in place of private.

Local demands are invariably given preference in the disposition

of fin ber, and of many brests the entire yield is reserved for such road. Small operators are preferred and encouraged as far as they are alle and copulped to cut and market the stumpage, the large sales being restricted to inaccess lie areas which small operators can not exploit.

Problems concerning the most effective utilization of national forest timber are being studied. Such are the reduction of waste through closer manufacture and the production of distillates or other by products, the extracting of naval stores as an accessory to lumbering, the use of inferior lumber species for the manufacture of paper, and the promotion of new or more valuable uses for particular species through preservative treatment. One of the most significant of the recent revelopments in national forest sales is the demand for various western species for the manufacture of pulp and paper. The forest products laboratory has demonstrated, through experimental runs of pulp and paper and tests of news print in actual use, that many western conifers are well adapted to the manufacture of news print and other standard grades of paper. These are particularly the red fir of California, the Engelmann spruce and lodgepole pine of the Rocky Mountains and northwestern states, and the Sitka spruce and western hemlock of the northern Pacific coast and Alaskan forests.

Exceedingly valuable and practical results have also been obtained through demonstration of the desirability of telephone poles cut from the lodgepole pine and treated with preservatives at the butt. The supply of western red cedar, hitherto the standard pole timber of the West, has become greatly diminished. In consequence, market prices are high, particularly in the Rocky Mountain region, where the cost of long freight hauls must be added to the first cost of the timber. It has been shown that lodgepole pine poles are stronger than cedar poles of the same

dimensions and, with preservative treatment, more durable.

The increasing volume of timber sales carries with it increasing costs to estimate the timber, to transact the sale, and to supervise

the cutting operations.

During the year timber cruising was extended over 3,867,627 acres of national forests. This work involves an estimate of the standing timber, the most practicable methods of exploitation, the extent and character of young growth, and other matters which affect management. A total of 17,512,342 acres of national forest land, or about one-eighth of the timber area of the country, has now been cruised.

This cruising must be done before timber sales are made, to settle questions of title, to determine what cutting is advisable, and to fix the price. In fact, the expansion of the timber sale business depends upon the ability of the Forest Service to estimate and appraise the areas in demand. Timber estimates are the first step not only in making sales, upon which the forest revenues mainly depend, but also in the preparation of working plans for the systematic development and use of all forest resources. This phase of national forest administration is increasing in importance as use of the forests increases. Systematic plans are now becoming urgent on forests like the Coeur d'Alene and Kaniksu, in the white pine belt of northern Idaho, where the demand for national forest stumpage is exceptionally keen; the Whitman in eastern Oregon, which is supplying a large local lumber industry up to approximately its maximum capacity; the Deerlodge in Montana, which is drawn upon heavily for local mining timbers; and the Black Hills and Harney in South Dakota, whose cut is rapidly increasing and will soon approach the maximum amount that these areas can produce. Working plans for such forests are being developed and perfected as rapidly as practicable with present funds.



# Judging the Quality of a Wood



No two woods are alike, and for that matter no two specimens from the same log are identical. There are certain properties that characterize every wood, but in any case they are subject to considerable variation. Oak is a hard, heavy, and strong wood, but some pieces, even of the same species of oak, are much harder, heavier, and stronger than others. With hickory are associated the properties of great strength, toughness, and resilience, but some pieces are comparatively weak and brash and ill suited for the exacting demands for which good hickory is peculiarly adapted. Many woods have reputations for great durability, yet specimens of them are constantly failing to live up to their reputed qualities.

It is evident, then, that woods should be chosen with due regard to the uses to which they are to be put. Woods best for some purposes are not adapted to others and the greatest economy of material will result when materials are employed for the particular uses for which they are suited. In grading rules in common use, timbers and boards are sorted into classes according to defects. This is good as far as it goes, though difference of opinion may arise as to what is actually a defect.

The use of wood must be taken into consideration in defining defects. For instance, sapwood is discriminated against in some cases while in others the presence of heart is objectionable. Knots are almost universally considered defects, yet in some instances the presence of sound knots may not only do no harm but actually help. For instance, knots have little if any appreciable effect on the stiffness and compression of wood, may increase a beam's resistance to longitudinal shear, and may produce pleasing decorative effects in panels and furniture.

If strength is the prime consideration in the choice of wood material, it is not sufficient that the timber be free from visible defects. Given two equally sound and dry pieces of the same dimensions, of the same species, and possibly from the same log, one of them may prove a third stronger than the other. This

is due to the fact that wood is not a homogeneous material like metal or concrete, but an intricate structure produced by growth. Variation in the soil in which the trees grow, in the available amounts of food, light, and growing space, as well as the vitality and age of the trees will be reflected in the kind and quality of wood produced. It is well known, for example, that swamp-grown timber differs from upland timber; forest-grown timber from second-growth; slow growth from rapid growth. So many factors enter into the production of wood that generalizations are likely to be misleading.

Thousands of careful laboratory experiments have been made to determine the strength and other properties of woods. These are very valuable, indeed, and there is need for much more work along this line. The results of such tests, however, prove the great variability of woods even where selected specimens of the same species are used. From such data average figures for strength, elasticity and stiffness are obtained for use by architects and builders in designing and construction. Yet the average wood, like the average man, is not commonly met with. In making practical use of such data the figures must either be low enough to include the weakest pieces to be used, or what amounts to the same thing—a factor of safety must be employed which will allow for the variation in the material. The logical outcome is that if only the best quality of wood is employed the structure will be stronger than necessary, and a waste of good material will result.

As previously stated the grading rules for different species and classes of timber are based entirely upon the number and character of defects in the material. The results of exhaustive tests clearly demonstrate that such rules are for the most part not effective in classifying structural timbers according to their strength. The formulation of rules that will accomplish this result is beset with difficulties. One is the lack of sufficient data as the basis for such rules, though this is in a fair way to be overcome. Another is

the wood-user's failure to appreciate the need for such rules. With decrease in the supply of virgin tumber, the quality of timber on the market steadily decreases, making revision of grading rules necessary. The time seems sure to come when timber will be graded not on defects alone but according to its strength, or with special reference to the use to which it is to be put.

What are the factors upon which such rules could be based? If strength is the feature most desired, it will be necessary to grade materials with this end in view. How can the comparative strength of woods be told by inspection? The answer is found in the exhaustive tests that have been and still are being made on woods of various kinds. Take two pieces of wood of the same species and of equal weight, dryness and freedom from defects, and the stronger of the two is the one that contains the most wood substance. Cottonwood is light because it contains so much air space; hickory is heavy because it contains little air and much wood substance. If a wood were solid, it would sink in water like a stone.

If one piece of hickory, say, is stronger than another piece of hickory because it contains more wood substance, and the more wood substance it contains the heavier it will be, then the comparative strength of the two pieces can be inferred from their respective weights. Within the same species, the heavier a wood is the stronger it is. This, of course, can apply only when woods are equally sound and equally dry. Green wood is heavier than seasoned wood, but it is also weaker, unless as a result of improper seasoning the occurrence of checks and splits offsets the gain in strength due to dryness. So often is the latter the case that strength values for structural timbers are usually based on green material.

If kiln-dried or thoroughly air-seasoned material of the same kind is being graded, it is impossible to judge the relative strength by the weight. With many different sized pieces this would be more difficult; with green wood it would be practically impossible. Increase in the amount of wood substance means increased density and this can, in a great many cases, be judged by the eye. This is particularly the case in pines and other conifers. If you examine a piece of southern pine, for example, you will note that it is composed of alternate layers of light and dark portions. Try them with your knife and see how much easier the light colored portion cuts than the other. Try indenting them with your thumb nail and note how much harder the dark colored band is. It follows that the greater the proportion of this dark colored or summerwood a piece contains, the heavier, harder, and stronger it will be, and vice versa. Hence in choosing a coniferous wood for strength pick material that shows to the eye to be the densest. Wood that contains one-third summerwood may be classed as dense wood.

Another way to determine the density and therefore the strength of material is by its resilience and resonance. Strike a piece of wood a blow with a hammer or similar blunt tool. If the hammer shows a marked tendency to rebound without indenting the wood it indicates resilience, which is a criterion of strength. Dense woods give out a clear, sharp tone when struck, thus affording still another means of judging quality.

Some grading rules go farther than others and attempt to classify woods according to the number of rings per inch as seen on cross section—in other words, upon the rate of growth. There is no question but that rate of growth does affect the properties of a wood, but it is not always possible to state just what the effect will be. It is quite frequently the case that in conifers slow growth produces harder and stronger wood than rapid growth. Consequently wood snowing not less than eight rings to the inch is considered strongest. Such a rule is included in most paving block specifications. In the case of wood cut from the outer portions of large overmature trees the rate of growth is slow, but the material is soft and comparatively weak. Sapwood from large western yellow pine trees resembles white pine and is sometimes marketed as such. It is evident, then, that in conifers ring width is by no means a criterion of the quality of the wood.

With equal proportions of dense summerwood, however, narrowringed woods are usually stronger than wide-ringed, and are more even-textured.

In the case of hardwoods the same rule holds that the greater the proportion of summerwood, the harder, heavier, and stronger the material will be. It is also true that wood from the outside of large, overmature trees is lighter, softer and weaker than that from more thriftily growing specimens. Hardwoods may be divided into two groups-one in which the large pores are collected in well-defined rings or bands-the ring-porous woods like oak, ash, chestnut and hickory; the other in which the pores are of much the same size and scattered rather uniformly throughout the annual ring-the diffuse-porous woods of which poplar, gum, maple and birch are common examples. In the diffuse-porous woods there appears to be no definite relation whatever between the width of ring and the strength of the material, though a medium rate of growth is usually stronger than very fast or very slow growth. Here density of material is best evidenced by the appearance, by the weight, and by the response to a blow of a hammer.

In the case of ring-porous woods wide rings are closely associated with strength. Hence, if one is choosing oak or ash or hickory for such exacting purposes as handles, spokes, tongues, shafts, and such portions of furniture as withstand hard usage, he should choose wood with wide rings. If, however, one wishes to use such woods where ease of working, lightness, and reduced shrinking and swelling are more important than strength and weight he should sciect material showing as many rings to the inch as he can find. Slowly grown, ring-porous woods contain much less hardwood fiber than rapidly grown woods of the same group, and consequently have greater strength and hardness, but are also more likely to check in seasoning and are more difficult to work. This explains why "second growth" ring-porous woods are often preferred to forest grown material, as is the case in hickory for handles.

In the hickory trade "second growth" has come to mean the same as sapwood, the grades being based largely on the color of the wood. It is quite easy to see how this condition may have come about. The term "second growth" is usually applied to young timber growing in rather open stands, therefore growing rapidly. Such trees contain a very large proportion of sapwood, in some cases may be all sap. The wood being harder, stronger and tougher than that from old trees growing slowly in the forest, a natural preference arose for the second growth timber, and as it is white in color, the desirable properties came to be associated with the color and not with the ring width and density of the wood, as it should.

Other things being the same, sapwood and heartwood are equal in strength and toughness. Very often, however, other things are not equal. Heartwood, being at the center of the tree, is more subject to defects such as knots, shake, worm holes and decay, which may materially weaken it. On the other hand the sapwood occupies the outer layers of the tree and in large specimens is of slow growth and, for reasons explained above, often lighter, softer, and weaker than the heart. It is evident, then, that strength is not dependent upon whether a wood is heart or sap, but upon the structure and condition of the wood without reference to that question.

There are various ways, however, in which heart and sap differ. One is durability or resistance to decay. The sapwood of no species is durable in contact with the ground, the same being just as true of cedar or cypress as of any other wood. Neither is all heartwood durable, though in any case it is usually more so than the sapwood. In scleeting woods in which natural durability is the essential consideration one should discriminate against sapwood and in favor of heart, and especially in favor of dark colored heartwood. If wood is to be impregnated with preservatives, sapwood will be found to afford much easier penetrance than heart in all cases where a distinct heart is present.

Not only is sapwood more likely to decay and stain, but is also, especially in the manufactured form, more liable to insect injury,

The recoverepost rectaes will completely destroy dry separated as a said, locast, Osace ocanes, etc. but for the most paid avoid the receivement. The same is true to a degree in the case of white it is progressed linear samualwood for market it is a common practice for the natives to bury the peeled logs for six or eight veeks on beare them. As ig in the ground for a time to above the superiors, which is outsides and values so, before transporting out of the country.

There are still other factors entering into the choice of a wood for particular purposes. If ease of splitting is desirable, the fact can be determined by a close inspection of the arrangement of the wood elements, especially with the aid of a good hand leus, or by splitting off of a small piece. Woods with spiral, cross or twisted grain are hard to work and more likely to warp than straight grained material. Much depends on the sawing, for even

the best of logs may be spoiled in cutting them up, and still more is spoiled by improper methods of seasoning. It is encouraging to note that an increasing number of lumber manufacturers realize that proper seasoning means very much more than the mere drying of word.

There are a multiude of uses of wood for which there can be no satisfactory substitutes. There are many others where competition with metal, concrete, and other substances must be constantly fought. It is important that every manufacturer know his product, its good points and its limitations, and so grade and select his material that the best results can always be secured from it. Every effort should be made to standardize the different grades of wood, for in this way much of the uncertainty that at present exists regarding the properties and qualities of timber will be done given with and the use of wood thereby stimulated.

S. J. R.



# Camp Management



#### Editor's Note

The following poper was read by U.S. Hammond of Ries I vis. Wise, before the meeting of Michigan and Wiseonsin loggers at force Bay, on Saturday, become r.G. For tack of space it has not appeared before. It contains some suggestions that are decidedly worth consideration on the card of lumber compromangers, as they are suggestions based on a great many pears experience in fac active handling of woodsmen.

An agreement as to the services of the cook should be made before the cook goes into the woods and a copy forwarded to foreman. The agreement should state explicitly what services he is required to render, about how many men he is supposed to handle, how much help he is to have and what he has represented himself to be. This gives the foreman an idea of the situation whereby no misunderstanding will arise. He will represent himself to be an excellent cook and capable of handling a certain number of men, but when he gets to the woods he is generally a different man all together. If the foreman is expected to check the cook, it will prove a failure in most cases, as this part belongs to the man in authority in conjunction with the foreman.

In the past our cooks have always been in the habit of serving two, three or four kinds of meat, as they deemed best. We have started in this fall with strict instructions in writing that only one kind of meat be put on the table at a time. Cooks will often try to overcome this with excuse that they had some left over. For your information I wish to say there is always something left over. One of the most wasteful items we have to go up against is too much food being cooked ahead. It gets old, mussy, and sour, unfit to eat and is thrown away. Sometimes they have hash, stew and roast at the same time. This should be strictly forbidden. Of course some leniency and allowances should be made, but the idea is to hold to one kind of meat at a time on the table.

I feed the men all the cake, pie, pudding and fruit for sauces they can eat. I put two kinds of sauce on if necessary, for I believe in filling them up on anything they will eat outside of meat. Pies, cakes, pudding and fruit sauces are not usually thrown in the slop pail, and if too much is cooked ahead, it will generally be cleaned up. Some people advance the idea that men are not able to perform the same amount of labor on sugar products as on meat and potatoes. To offset this, I will say that they don't usually remain long enough to cut much ice and if they want to fill up on pie and cake, let them do it. If they are unable to perform work let them hit the tote road. I don't know but what one gets just as much labor out of the men under such conditions as they do by confining them to pork, beans, beef and potatoes. Too heavy food is just as bad as too much pie and cake. We give them ginger snaps, sweet, graham and soda crackers.

I recently purchased one hundred pounds of strained honey at nine and one-half cents per pound. I believe this will be used on bread, biscuits and pancakes, and be good, healthy food.

All canned and package goods should be standard. Some people seem to think you can put any old thing on the table for lumberjacks, but we believe everything you serve in camp should be first class. It doesn't have to be the best, but it should be new stock, as it goes a long ways toward the health of the men, and we find they like it. We give them canned tomatoes, peaches, apricots, apples, grated pineapple, etc. We do not furnish any extracts, but let them use the grated pineapple to season puddings, cakes, rice, etc. They seem to like the prepared breakfast foods and use condensed milk with it, reduced eight to one with luke-warm water. We don't use cold water.

I find that sardines, dried fish, salmon, rice and cheese go very well. Cheese can be used in conjunction with macaroni. If the cook adapts himself to getting up these little side dishes, they are very acceptable and are enjoyed by the men. A good cook book should be furnished each cook.

It is the universal custom to feed men well in the woods, and the principal point in feeding is to have a good, clean cook. Give him good tools to work with, a good stove and camp, then see that he makes good and keeps everything clean. As I said before, don't depend too much on the foreman to line up the cook. The woods superintendent should attend to this. Don't wait for the men to utter kicks, but do the fault finding yourself. If one cook can't make good, give him his time and find someone who can. Cooks sometimes start in well but get lazy, dirty, wasteful and cranky. Don't put up with a cranky cook. Make it a practice to go into the cook camp every day and stand around a few moments to get acquainted. Your presence on the job is something. Keep him lined up today, tomorrow, and the next day, by careful management, and always use due courtesy. Cooks are usually human beings and like human treatment. The idea is to show them you are interested.

If the cook gets angry, as he sometimes does, try to reason with him, but if there is no reason in him, hire another as soon as possible and let him go. If he is going to quit on the spot, don't pay him a cent, but sue for damages; and be sure to make the damages large enough. It doesn't do to let any cook run the bluff on your pocketbook and you. In the logging business you will find that one year you have trouble with cooks, but the next year the loaders will be all right, and loaders will go wrong. Next year the loaders will give good satisfaction, but you will have trouble with teamsters. Next year you will have a lot of trouble with the foreman. In other words, in employment of labor, there is always trouble and it is up to the superintendent or employer to stand behind and with the foreman.

We hire men under two wages, for \$26 to \$35, or from \$35 to \$40 per month and board. This year we have hired by the day: \$2 per day, and allow \$4 per week for board. This figures out to

about \$32 per month. We are now becoming wages to \$1.85 per the and \$4 per week for bouth, deal to a groups to en proves. A action of the state of kept of the range book. You can remark see that any kent of an arrangement can be entered into with an employee who is not as ear to significantly liven as, but it sage, he will refuse. Whatever understanding we have in regard to wages and services he is to render is written on this slip.

I want to say right bene that news are such that you deempelled to pay an employe what you hire him for, provided he works at the of you have hear to be Ary beings of pols makes a sange of wages, provided the couployer so wishes. If a man is tool at \$26 per mouth to sweets, and he is put top loading, he can collect wages of a top maner; on it he is hater at \$10 per mouth to top load, and he is unable to perform that work, you are paying for such work. Again, if you have a man by the mouth, under the law you are compelled to give him employment for a mouth and he is compelled to work a mouth, provided he does as he agrees. If you fail to give him employment for that length of time, he can sue for a full mouth and collect.

In hiring under two wages I find there is a good chance to pay a pool man off at the lowest wage. Again, the question must be distinctly kept in mind, of paying a man full value for his hire. If you pay a good man good wages, he will always like to come back and work for you. It doesn't look well or work out well to pay the same wages to all kinds of laborers—that is, pay the poor employe the same as you pay the good. Treat the men on the square when they treat you on the square, and you be the first to give this good treatment. If they try to give poor service, come back with poor pay and a law suit if necessary. If an employe threatens to sue, I tell him to sue, and I fight my case on general principles. Very few sue, as they know I will fight.

Right here comes the question as to who is going to settle with these men. The superintendent will have to attend to some of this. Unless a foreman has a very strong back, he will break down if he attempts to do it all. You might say it is impossible for the superintendent to be on the job all the time. I will admit this to be a fact, but he can arrange his office and other things so that he can help some, and if it comes to a showdown, he can give the foreman a certain amount of responsibility; but the greater part should be assumed by the woods superintendent when it comes to settling the low wage question. This can be done in conjunction with the timekeeper and office force. Men get down on the fellow who advocates low wages, and as the foreman is with them all the time it is sometimes hard on him.

We always aim to construct the office with a desk in front, running across so that the men cannot come into the main office. If you do not keep them out, there will be a bunch in at times and they will sit around the foreman or timekeeper, look over his shoulder at the books, keep talking to him, and there will be either a row or the foreman will have to pay them off at any wages they demand. Often they have to allow two, three or four days extra. The idea is to get rid of them any old way. You must always bear in mind that a camp clerk or woods foreman is up against a hard proposition when he comes to settling with men. It is a good plan for large loggers to have an officer around the camps all the time, for protection in some instances. You may laugh at this, but nevertheless it is a fact.

I don't believe it pays to have regular pay days in the woods, for the reason that it does not work out well. Sometimes you have a good man and want to pay him \$5 additional, but if you have regular pay days the men would receive their time checks and you would have to pay the poor man about the same as you do the good, and you will find in the end that it raises the wages considerably and makes a great deal more dissatisfaction than paying the other way.

We aim to send money to wives and families of married men just as fast as it is earned, if they so desire, but we try to size up the young fellows. If they are in the habit of coming to the office and asking for \$2 or \$5 as fast as it is earned, we head them off on the start by asking, "What do you want to do with the little activities a good explanation, we extract to give them money. If they don't like it and quit, we give them what they have coming and cut down the wages. If all would do this it would stop some of the booze fighting and dissatisfaction.

I usually cut every man on his wages who jumps camp. If he wants to go I say, "What is the matter?" or "I have no man to take your place," or "You agreed to stay until camp breaks and I want you to do as agreed." He, however, wants to go so I tell him to take some money, go and have a good time, then come back. They often do this. By so doing you hold your good men. If a man still insists, I usually cut him \$5 per month. This has an effect of holding him. Fifty days is long enough for men to stay in the woods. Let them lay off a few days and they will work better when they come back. This holds good with the foreman as well as with the men.

Have plenty of straw bosses. Pay them from \$5.00 to \$10.00 more per month and they will work with their crew. If any of these foremen, straw bosses or men want to go home or on a drunk, you always have some left. Make the men understand that you want to feed, pay and treat them well. If they try any slippery tricks cut the wage. If you do this, things will run pretty smooth unless you get a camp inspector or disturber in the erew. Just as soon as you find this out let him go. Usually some of the men will go with him. If you are on your job you can smell this in the air. The little birds whisper it to you. Now comes the time when your spinal column needs to be braced up.

I assume the position that if a man wants to get drunk he has a perfect right to get drunk, provided he does not do it on our works and to our injury. He comes and asks for \$20 or \$25 and we ask him what he wants it for. If he says it is for a good time we say, "Here is your \$20; go, have your good time, but stay there until you are through, for if you come back to camp drunk, we will fine you \$10." I want to say right here, I have had these notices up in camp and have fined men as high as \$50 for creating disturbance in camp. In one instance this was done when I was logging at Frederic, Polk County. A man got drunk and chased the cook out of camp with a knife. As far as law was concerned in that locality, it was practically out of the question. You will find in these small towns that it is a pretty hard proposition to do much with lumberjacks on the law question, and the only course to pursue is to take the law in your own hands by holding on to the money. It hurts the lumberjack, and I find it is a good way to make him fall in line, provided you have the sand

Advancing fares is another very important question. Stop this advancing fares for employment agencies and labor. If men have not money to pay their own fares, you will find they will take the blind baggage or tie pass, and in the end they will be very careful to save a little money to get out where the job is. To advance \$500 in fares and not receive over \$100 back is a foolish proposition. In the spring you will have a nice big warehouse full of old dirty baggage. Employment agencies hold up before your eyes the fact that the other fellow is advancing fares and if you want any men you will have to do the same. This is all nonsense. There are only so many men to go around and if one camp gets filled up there will be enough for the other fellow; or if there are not enough to go around by doing business this way, there would not be enough by doing business the other way. If we expect to do our logging in the future by advancing fares through employment agencies, you may as well make up your mind that it will cost \$1.00 per thousand extra to log. I believe employers and the laws of Wisconsin are as much to blame for the labor conditions today as the employe. Men usually go South during winter, as weather is warmer and gives a better chance to play the dead beat, and our laws uphold them. Lumbermen should spend \$100 in advertising every fall or at any time labor is scarce. For instance, if you want 100 men, advertise for 500. Try it. I will venture to say you will get swamped with inquiries,

He sare to answer every letter. I get out circular letters, describing conditions and answering all questions that might arise,

Early your camp to look from about thurty to fifty per cent more men than are required, too usually during November, December and January there are plenty of men to be had at from \$26 to \$30 for common labor. Here exervone that comes along, fill the camps full, buy extra tools, lay out all your work ahead, cut roads, grade them, cut out skidways and landings. If you hire teams, bud barns for twee the teams necessary. Days are short but weather conditions are asually good. The idea is to log rapidly for about three months. After February 1 men and teams begin to quit. If you have taken all these precautions your work will be well always.

On the other oand, it you constitut small camps and small barns, you are always behind with your work, short of men and teams, and always hunting after these things, offering higher wages to get them than you would have to do otherwise. If you bear of some company paying high wages, send them all the poor men you can. They will soon get filled with a lot of trash and their logging will cost them slo to \$12 per thousand. There are concerns whose logging costs them all of this, but they won't own up to it.

One state is making laws to shoulder expense on us. We should match brains and muscles with them. Get ahead of them or they

will drown you with heavy assessments. For example, why don't they enact laws that will do something with this large floating bunch of paupers? Do you know that lumbermen are feeding, clothing, doctoring, and in case of accident, caring for some old uncle or aunt that was never before heard of? These accidents are caused largely by negligence of fellow workmen who are debauched, debased, ignorant, with demoralized minds filled with the anarchist's belief that the more he destroys the more labor he extrates.

Logging is like war, especially if you are a logger. You have to get logs on the landing or bust. No man wants to bust, or make failure of his business. In logging, you must always go ahead and keep going. As long as you are paying the bills you have the say. Treat everybody right if they will let you. If they will not, you are not to blame.

Now comes the question of the superintendent. Is he big enough for the position? If he is not capable of filling this position, it means expensive logging. It is much harder to obtain good logging superintendents than it is to obtain good men to run your sawmill. I believe that, if superintendents were financially interested in the company it would be better for the company. They should have the brains and diplomacy of a United States president and the fighting qualities of a John L. Sullivan in order to succeed and make successful lowers.



# The Lumbermen's Round Table



#### THE TARIFF AND BUSINESS

A leading hardwood manufacturer, who is a close student of general business conditions, realizing that the lumber trade is more affected by fundamental conditions than any other business except the iron and steel industry, was commenting recently concerning the effects of the revision of the tariff.

"The banks and others who look only at the theoretical side of the situation," he said, "are accustomed to dispose of a matter of this kind by saying that the effects of the tariff have been "discounted" by business men. That simply means that the stock market has figured the probable result of the change. It does not mean that business itself has felt the effects or takes account of them.

"On the other hand, 1914 will be well along before the actual, definite results are indicated. Jobbers and other large buyers of foreign goods will not put them in shape to market until next spring; and many foreign manufacturers, who are contemplating an invasion of America, are just now feeling their way, and will make a definite attack on our markets some time in the future. It is only when they have exhibited their strength and measured swords, in a business way, with our manufacturers that we can say how much or how little the effect of the tariff has been.

"The lumber business and most wood-consuming industries, as a general thing, will not be directly affected by changes in conditions. But the lumber business will be affected to a very considerable degree indirectly, and for that reason the tariff situation will be worth watching closely from now on."

#### THE MAN WITH NO INSURANCE

Many times one reads in the daily papers of the complete destruction by fire of a sawmill or other woodworking plant, with the notation at the bottom of the item, "There was no insurance on the property."

It is fairly easy to explain why many sawmills are unprotected by fire insurance, in spite of the fact that their construction and the conditions of operation make the fire hazard an item of no inconsiderable magnitude. These very factors make for a high insurance rate, and a high insurance rate discourages the purchase of insurance. Thus the owner who really needs protection the most frequently goes without any at all. It is a sort of lefthanded method of reasoning that the man with a poor risk cannot afford insurance, but that is the logic of many lumbermen.

If the sawmill man doesn't want insurance in a stock company, or feels that he can't afford it, let him get into a mutual organization, whose rates are usually lower. By all means, unless he has a fireproof mill or a sufficient number of plants to be able to scatter the risk, he should protect himself from the heavy loss that a fire causes, by providing some sort of indemnity.

#### A TIP FOR THE MACHINERY MAN

A furniture manufacturer, who has a large plant and is frequently in the market for machinery, recently made a remark which may be worth quoting for the benefit of salesmen of machinery, not to mention lumbermen who have occasion to solicit that class of trade.

"I have found the tendency to exaggeration so strong among salesmen," he said, "that I discount the statements of the average solicitor about fifty per cent. Machinery men are among the worst offenders in this regard. They will promise achievements which sound incredible—and usually are. I have put in machinery on the strength of such promises, only to find that while the new equipment did reasonably good work, it did not do the phenomenal things which had been promised for it. It was a fairly good investment, and not a record-breaking one.

"Hereafter my requirement is that the man who makes assertions must back them up with something more substantial than wind. The next man who sells me a machine on the strength of claimed performance must give me a written agreement to take it back at the price I paid if it fails to do what he has said it will."

#### UNIFORM COST ACCOUNTING

Everybody nowadays believes in cost systems. Everybody knows that to get along without knowing the expense of production is to assume an unnecessary handicap of considerable proportions. In order to have the right point of view, and the right outlook on the business, the manufacturer must know what it is rosting him to turn out the goods.

But one of the important developments nowadays is the demand for uniform cost systems. Lumbermen and others not only want to know what it costs them to operate, but they want to be able to compare notes with others in the same instances on some intelligent basis. To no this terms as a methods used in arriving at results must be common; otherwise the comparison is of little benefit.

Frequently there is a wide variation in figures quoted by two different manufacturers as to the cost of performing certain work. This leads to an analysis of the figures, to determine how they were arrived at. Usually this indicates that different methods were used, and that one man included certain things that the other left out.

In order to avoid the necessity for such analysis, and to make a comparison of real value without questioning the method used, uniform systems ought to be employed. Sawmill men, planing-mill operators, furniture manufacturers and others who are studying costs should consider uniformity as carefully as they consider accuracy in building a cost system. A standard system used by everybody is immeasurably superior to a score of methods indiscriminately employed.

#### THE IDEAL FLOORING WAREHOUSE

One of the most important problems which the manufacturer of hardwood flooring has to contend with is that of keeping his stock in storage in good condition. The conditions of the business are such that a large amount of material is carried on hand, some of it remaining in the warehouse for months at a time. Protecting it from moisture and from wide variations in temperature is a necessity of the manufacturer. A lot of care has been given to the work of keeping it in good condition. Heating arrangements have been made which maintain an even temperature all the time. Walls and floors have been built with a view to excluding and eliminating excess moisture, and the stock of flooring is looked after as carefully as a week-old baby.

This is all necessary and desirable; but at the same time it should be remembered that the flooring not infrequently passes through several hands before it reaches its ultimate place, in the floor of the user. Does the manufacturer protect his product, or see that it is protected, from the time that it leaves his warehouse until it is used? If not, then much of his effort at the factory is wasted.

The flooring man who is proud enough of his goods to stamp his trade-mark on each piece should also see to it that they are properly handled by dealers and contractors, so that the ultimate user will get the sort of material he has a right to expect.

#### THIS GRADER WORKS BEHIND TRIMMER

A trip to the mill of a prominent Indiana operator recently disclosed several interesting features, one of which particularly is of rather vital importance, or at least touches a question of vital importance, namely, the grading of lumber. This gentleman goes on the theory that one man should be responsible for getting out the entire product of the log as far as actual money value is concerned. He believes that the man who naturally should have the supervision of that work is the man who actually puts his mark on the boards designating their actual worth. That man is the grader, who in usual operations works alongside the grading chains.

At the mill in question, however, the owner, who is pretty well noted for his sagacity, has decided that inasmuch as the grader is responsible he should be in closer touch with the operations. Hence, instead of putting him at the grading chains he is placed immediately behind the trimmer. Thus he can get in instant touch with the sawyer the minute he sees there is anything wrong with the manufacture of the lumber coming from the band saw, and valuable time will not be wasted and valuable logs sawed up into mis-manufactured stock while the grader is going through the process of informing the sawyer and shutting down the mill to change saws.

The grader in this case is given absolute authority over the entire organization, and the operator says that the scheme is working out to a nicety.

#### TRIMS VENEER AFTER DRYING

The wisdom of the usual process of trimming rotary cut veneer before drying has been questioned by a certain manufacturer in North Carolina, who says that he reverses the process and trims his stock only after it is dry. He says there are many advantages in this method of operation, and that he has yet to discover any disadvantages. According to this particular operator he saves about fifteen per cent in the actual amount of waste resulting from trimming, and turns out a far more uniform product than he could possibly do if he were to trim his stock first and then allow it to shrink to the size assumed after drying.

The suggestion does not have anything in it of a particularly radical nature, and inasmuch as it has been very successfully tried out by this North Carolina man, it would seem that it is worthy of consideration on the part of other manufacturers of rotary stock.

#### Memphis Log Supply Not Promising

The movement of timber from the Mississippi valley to mills at Memphis and elsewhere in this territory promises to be comparatively light during the next three or four months if weather conditions are not such as to make logging operations possible on a scale larger than normal for this time of the year. This outlook is based on reliable information to the effect that the supply of timber on the Yazoo & Mississippi Valley line of the Illinois Central System awaiting loading is not more than from twenty to twenty-five per cent of the corresponding time a year ago. The movement during the four months beginning August 1 was exceptionally heavy, but the indications now are that the small movement which became evident around the first of December will continue in force for some weeks unless, as already suggested, the weather is such as to make the preparation of timber for shipment possible on a pretty full scale.

From Arkansas a better movement of timber is promised. This is particularly true of the territory served by the Memphis-Marianna cut-off of the Iron Mountain System and the Missouri and North Kansas roads. Both of these lines are comparatively new and the timber in the sections traversed thereby is closer to the railroads because the development is in its infancy. This means a much shorter haul and it also means logging conditions much more favorable in some important particulars than those in the delta. The Valley Log Loading Company is operating now on the Memphis-Marianna cut-off and it reports that the amount of timber awaiting handling is much larger, proportionately, than on the Yazoo & Mississippi Valley road.

The amount of timber arriving by water is fairly large and conditions, from the standpoint of water transportation, are somewhat more favorable, so far as some of the tributaries of the Mississippi are concerned. This applies particularly to the St. Francis river, on which timber is now being moved in large enough volume to enable some of the plants which were closed down to resume operations. There are a number of tow boats and barges engaged in the handling of timber on the Mississippi and its tributaries and the movement of logs by water is supplementing the receipts by rail at a time when the latter are, relatively, somewhat small. The mills here are generally pretty well supplied with timber and there is little or no short time on account of lack of raw material.

In connection with the movement of logs, it may be noted that the officials of the Southern Hardwood Traffic Bureau and those of the Missouri & North Arkansas Railroad Company have reached an agreement whereby the rate on logs over that line to Memphis are to be reduced two cents per hundred pounds. The bureau some time ago filed a petition in behalf of the Nickey Brothers Hardwood Lumber Company and the Tschudy Lumber Company with the Interstate Commerce Commission seeking a lower rate on log shipments to this center. The matter now goes to that body on an agreed statement of facts and if the latter is approved the petition itself will be withdrawn and the incident closed.



# An Available Supply of Hardwoods



#### Editor's Note

on Philippine greats used as the Bereau of Forestry at Manila, a facts we satus its heritowoods of the Philippine Islands in adde to another forms of lattice competition with these

The Philippine Islants is practically the only place in the tropics where minder corputes are using modern American methods of loggic an operodate sawmills, and as a result of this these

Approximately one-third of the entire Archipelago is heavily timbered, the estimated stand being 200,000,000,000 board feet, of which 142,000,000,000 belong to the dipterocarp family. This family in the Orient takes the place of the conifers in the temperate zone. There are about 500 different species of Philippine trees which produce lumber. Among these are quite a few cabinet woods which can be procured in commercial quantities. Philippine narra is the same as the Indian and African padouk. Acle is the nearest in color and grain to the American black walnut, but is heavier. It is very similar but lighter in color than the pingkadu

and jambo of Burma and British India, respectively. Tindalo is a very handsome, cross grained heavy wood. The above species are sold from \$75.00 to \$200.00 per thousand board feet on the Manila market. Acle and narra make handsome veneers, both in rotary and slice cut, while tindalo is fit only for slice cutting. These species are now being shipped to Europe and a little to the United States for veneer purposes.

Among the dipterocarps are many woods of excellent qualities. The lauans of the dipterocarp family comparatively light woods, take a fine finish and stain exceptionally well. The lauans run in

color from creamy white into a deep chocolate red. Selected and clear lauan lumber can be had on the Manila market for \$40.00 per thousand board feet. Red lauan has been sold in the United States as "Philippine mahogany." Tanguile and the lighter colored lauan are exceptionally fine for furniture and have been used in Manila for that purpose for the last ten years. About a million board feet of tanguile have been sent to the Pacific coast within the past year for veneer purposes. Lumbayao, a Philippine wood in the southern islands, is similar to mahogany in color and grain but a trifle coarser in texture. It can be had for about \$45.00 per thousand board feet. When quarter-sawn it has a beautiful ribbon grain. Lumbayao and red lauan when quartered are practically the same as the Sapeli mahogany from Africa, which is sold in Europe. The white lauans also show up a beautiful grain when quarter-sawn. At present the lauans and lumbayao are being used in the islands as construction material, some for interior finish and for form lumber for concrete work. All of the above mentioned species of the dipterocarps can be bought on the local market for less than \$50.00 per thousand board feet. Guijo, another of the dipterocarps, is being used extensively for heavy construction. The lumber companies use guijo for their log-car bunks. The quartermaster department of the United States Army has been using guijo for bodies in its escort wagons, dump cars, truck wagons, for felloes and spokes in the wheels, and for felloes in its built-up wheels for automobile trucks, in its Manila shops. It is the only wood used extensively for spokes and felloes and shafts by the Philippine carriage and wagon manufacturers. Dungon is used for hub stock and occasionally for spokes and felloes, as is also yacal.

Pick, mattock, shovel and garden tool handles are being made of malugay, replacing the American hickory in the Philippines. The Philippines have several species of diospyros which can be used in

place of the persimmon and dogwood of the United States for shuttles and wooden parts of cotton mill machinery. Quite a few species make excellent carpenter tool handles and mallets. Gunstocks of several varieties of Philippine woods have been made at the Rock Island Arsenal for use in the United States Army and have given, good satisfaction.

The Bureau of Forestry of the Philippine Islands expects to make an extensive exposition of Philippine woods at the Panama-Pacific Exposition in 1915. All of the woods which can be had in commercial quantities will be shown. A bench and tools will be available for visiting fur-



A TYPICAL PHILIPPINE LOGGING SCENE -CUTTING A FINE SPECIMEN OF NARRA. TYPICAL, HUGE BUTTRESSED TRUNK AND METHOD OF FELLING. HAD A LOG LENGTH OF 33 FEET ABOVE THE BUTTRESS

niture men to try out the Philippine woods for their own satisfaction. A varnisher will be on hand to demonstrate the finishes the Philippine woods will take.

Being a jolly good fellow should not call for making a monkey out of yourself for the amusement of every fellow that comes

The righteous man who likes to air his own virtue is very likely to spoil it-if he really has any.

When a man says he is getting too old to learn new tricks he generally means that he is getting too firmly set in his ways to depart from them.

If there is a prize for the best showing at those Forest Products Exposition, here's betting that hardwood gets it.

More lumber and finished articles in hardwoods going abroad and fewer logs would make the returns larger without drawing so heavily on our forest resources.



# Pertinent Legal Findings



#### LOSS OF LIEN ON TIMBER

As from of the Oregon statutes reads: "Any person who shall period another to go upon, his timilerlised and cut thereon sawlogs, spars, prices, or other timber loss a her upon such logs, spars, piles, and timber for the price agreed to be paid for such privilege," etc. Held, that the hen contemplated by this provision is waited as to all logs which the landowner permits to be removed and rafted away, without collecting the price due thereon, or filing ony notice of lien. In such circumstances, he will not be permitted to enforce a lien for the price of those logs against other timber to be cut under the same contract. (Oregon Supreme Court, West Shore Lumber Company vs. Hollenbeck, 136 Pacific Reporter 671.)

#### RIGHT TO LIEN ON PUBLIC BUILDING

One furnishing materials for the construction of a public building, such as a school house, is not entitled to enforce a mechanic's lien to secure payment of the amount due him, unless some statute of the state expressly authorizes a lien. (Oklahoma Supreme Court, Western Terra Cotta Company vs. Board of Education of the City of Shawnee, 136 Pacific Reporter 595.)

#### ACCEPTANCE OF OFFER TO SELL

Under the general rule of law that there can be no contract of sale unless the seller's offer is unconditionally accepted, or he accepts a condition imposed by the buyer, no contract was formed by an offer to sell a quantity of oak, log run, at \$16, and mill culls at \$\$ per 1,000, where the person to whom the offer was made replied that he would take 4/4 oak at \$16 and mill culls at \$4.50. (North Carolina Supreme Court, Morrison vs. Parks, 80 Southeastern Reporter \$5.)

#### CHECK AS MEDIUM OF PAYMENT

"A bank check is not payment until it is paid, unless the payee accepts it as such; nor does a bank check drawn in the ordinary form operate as an assignment of any part of the fund standing to the credit of the drawer until it has been accepted by the drawer." Hence, where a creditor erased from a check received by him a notation stating that the check was received in full payment of his claim, his mere retention of the check did not prevent a third person who held a claim against him from garnisheeing the original debtor. (Georgia Court of Appeals, Kirby Planing Mill Company vs. Titus, 80 Southeastern Reporter 18.)

#### REMOVAL OF TIMBER PURCHASED

When a conveyance of standing timber merely limits the time within which the trees may be severed, the purchaser does not lose title to timber cut, but not removed from the land, within that time. (Georgia Supreme Court, Jones vs. Graham, 80 Southeastern Reporter 7.)

#### DAMAGES FOR DELAY IN DELIVERY

Where a seller of a cargo of lumber notified the buyer that the vessel would be ready for unloading "about" a certain day, but it did not arrive until twelve days later, the buyer is entitled to recover the amount of his damages sustained in direct consequence of the delay. (Florida Supreme Court, Holmes vs. Stearns Lumber & Export Company, 63 Southern Reporter 449.)

#### LIABILITY FOR LOGGING CONTRACTOR'S NEGLIGENCE

A lumber company, though liable for burning of an adjoining land owner's property through negligence of its employes in permitting fire to escape to the property, is not responsible for any such negligence of independent contractors who have exclusive control of the method of doing their work. (North Carolina Supreme Court, Patrick vs. Giant Lumber Company, 80 Southeastern Reporter 153.)

#### INJURY TO LANDS IN FLOATING LOGS

A company which maintains a dam in a stream in floating logs is liable for injury to lower lands, inflicted by discharging water in destructive quantities outside the channel of the river. (Minnesota Supreme Court, Torgerson vs. Crookston Lumber Company, 144 Northwestern Reporter 154.)

#### DAMAGES RECOVERABLE FOR SELLER'S BREACH

Where a seller of a carboar of harder undvertently shipped it to the wrong destination, but the bares received it there and reshipped it to the proper destination, without consulting the seller, the buyer is not entitled to recover from the seller the freight charges involved in the reshipment, especially where such expense was in excess of the value of the lumber. (Louisiana Supreme Court, Mercantile Lumber & Supply Company vs. Jones & Pickett, 63 Southern Reporter 501.)

#### RESPONSIBILITY FOR NEGLIGENCE OF CO-EMPLOYE

Since Kentucky is one of those states in which an employer is not liable for injury to a workman caused by the negligence of a co-employe, unless the latter had superintendence over the injured worker, or unless he was habitually incompetent, so as to charge the employer with negligence in retaining him, the owner of a planing mill is not liable for injury to an operator of an edger, caused by negligence or recklessness of the engineer of the mill. (Kentucky Court of Appeals, Wiltshire's Administratrix vs. Kister, 160 Southwestern Reporter 743.)

#### The Handle Trade

Last summer turned out to be one of the best that the bulk of the handle manufacturers ever experienced. Handles of all kinds were in excellent demand during the entire summer, and instead of the mills being shut down for a month or so during the warm weather as is usually the case, continuous runs were made. In fact during the fall a great many of the mills were running overtime and had trouble in keeping up with their orders.

According to the version of some of the leaders in the handle trade, one reason for this seems to be that there has not been any more lumber on the market dry enough for use than is necessary to supply the necessary demand, and handle men have not been able to increase their output as much as they would have liked to. In fact, in some localities it is reported that handle factories have been compelled to stop operations entirely because of the fact that they have used up their available lumber supply.

The broom business is in good shape and still continues to take all the output of the numerous broom handle factories. In addition, the vacuum cleaner factories are still running to full capacity. Several of these are turning out an average of 500 machines a week and in addition there is a large number of smaller firms with outputs of smaller proportions. Considering the great number of vacuum cleaners of various kinds being turned out every day, it is surprising that the demand for brooms does not seem to decrease. These vacuum cleaning machines are of interest to other lines of woodwork besides the handle man as all of the hand machines have a framework of wood which is covered with metal.

The rapidly increasing use of bardwood floors has created an extensive market for fine brushes with which to take care of them properly. That there is an unusual demand for brushes of this character is evidenced by the extent to which they are being advertised and the demand for the handles with which they are equipped. These handles are of the finest make and are all finished in the best way possible. They bring a very good price and, where handle factories are equipped to turn them out, constitute a distinct source of revenue.

The coming of rains and colder weather is not only a reminder to mend the roof and look after the heating equipment, but it should also suggest the advisability of putting lumber piles in order, and as much lumber under shelter as practical.

A border of trees along all those great roadways we expect to build will round out the picture about right and help supply the timber needs of the future.



# The Foreman and the Understudy



One only also was a late of all of fact see and modern methods, and watching the sawyer, there was observed a little bit of clumsiness and awkward handling of the nigger. It was a good, healthy steam nigger and every once in a while the sawyer would kick a log clear over the top of the knees. It took pretty lively jumping around on the part of the man on the carriage to save themselves from damage. A word of inquiry developed the fact that the manipulator of the levers at the time was not the regular sawyer but was the mill foreman. It seems that for some cause the sawyer was oft for that any and the mill foreman was alling his place.

While he was making a fairly good try at it, he was not doing as much work or doing it with the same ease with which the regular sawyer performed these duties. But just how much the output of the mill was reduced was not learned, but it was evident that the day's run would tally up enough smaller than the average day's run with the sawyer in his place to pay the wages of the sawyer.

The next day the sawyer was in his place and the mill was going smoothly, cutting more lumber and doing it easier, while the men on the carriage were not kept hopping about like jumping jacks to keep out of the way of logs kicked over the knees. On looking around, however, it was found that the foreman had again converted himself into an understudy and was operating a band resaw. There were two band resaws in the mill, a heavy one that took thick flitches and reduced them to boards and another further along through which some of the boards were run to make thin stock. It was this latter saw that the foreman was running. He was making just as good an effort as in his former job, and was perhaps doing all that was required in fully as competent a manner as the regular re-sawyer.

The incident, however, served to raise several questions that should be of interest to sawmill men and should be studied by them with the lope of working out some logical method of solution. One of these questions is, whether the foreman should be an experienced mechanic and understudy and take the place of different important operators in the mill at times when from cause they are absent. Another question suggests the necessity that every important operator in the mill have an understudy so that in case of the absence of the principal there will be a trained man at hand to fill his place without seriously interfering with the regular progress of the work. Incidentally there is sandwiched in here another question, a question of whether or not the saw filer should keep in training as a sawyer and take the place of the sawyer during his absence.

In many of the big institutions of the industrial world this understudy idea is an important item in the organization. Every man occupying a place of importance that calls for peculiar skill or knowledge has an understudy, so that in case of sickness or absence from any other cause the wheels of industry may go along with practically no interruption. Here the fact is recognized that the health and the goings and comings of men are beset with uncertainty, and that these uncertainties are likely to clog the wheels of industry unless they are bridged over in some way. Thus we have as a part of systematic industrial management the proposition of an understudy for every man whose absence would cause disorder.

Surely something of that kind should be a good thing in the saw-mill where steady running is the rule. It is, of course, very convenient and helps out in many an emergency to have a foreman who is a man of many parts and can replace in a way any operator in the mill at any time. It is doubtful, however, if anything is ever gained in the long run by having the foreman do these things. The foreman's job is to be foreman, and if he attends to his business properly he will have plenty to do around a sawmill of fair size without applying himself to the filling of some man's position. To fill the position of those that are absent really converts the foreman into a sort of universal understudy for all the principal operators in the plant.

There are some positions in the sammill that certainly should have an understudy. The question is, who should the understudy be and how should it be arranged that the absence of a skilled operator here or there should make but little difference in the plant's operation. The natural order of things, so far as the sawyer is concerned, is to have the block setter and the sawyer and the filer to understudy each other more or less and to be prepared to shift places and replace each other in emergencies.

Some filers contend that their duty does not embrace sawing, and there are perhaps some expert modern filers who would make poor headway at sawing. Where this is true it is perhaps all the more reason why the filer should understudy the sawyer and the sawyer understudy the filer. It would certainly broaden the filer's knowledge of how his saws stand up in operation to spend a half a day or a day now and then using them. Indeed it would do no harm if the filer were so well skilled in sawing that he could inform the average sawyer as to just what kind of log and feed handling were necessary to get the fullest measure of service out of a saw.

The sawyer on the other hand may well study and experiment at filing for the same reason that the filer may practice at sawing—to gain a broader and better knowledge. In the ideal arrangement these two men should be ready and willing to fill each other's place at any time. In a well provided filing room the filer can generally have enough saws ahead all the time to make a day's run if he has no assistant filer to take his place and help put some in order.

In the older times the natural order of progress in sawmilling was from block setter to sawyer and from tail sawyer to block setter. The block setter was always glad to relieve the sawyer because it gave him some training and put him in line for promotion. This idea is old fashioned, but it is a pretty good one to keep alive even today, and it will not hurt to have the block setter take a hand at understudying the sawyer. It would be better ordinarily for either the block setter or the filer to take the place of the sawyer than for the foreman to relinquish his duties and put in a day at the levers.

The instance given above is but an illustration of the disorder which may result when certain men in important positions fail to show up. There are many more, both in the sawmills and in other woodworking plants. There are times when the engineer is sick, and where again the foreman of many parts is often called upon to do the understudy act. It may be a good thing, but it is a wrong idea where the foreman has his own work cut out for him. There should be another understudy for the engineer.

The incidents happening at the sawmill recall some other happenings in a woodworking institution using quite a lot of hardwood. There was a foreman who had come up from the ranks, from a practical machine operator and all-around mechanic. He was an earnest worker and a competent foreman, and a man who had the respect of every man under him and could get the full measure of work out of all of them. But he put in too much of his time at different machines filling the places of absent men and doing work that should have been done by others.

His duty, aside from superintending the plant, which contained about thirty different machines, was to mark off and lay out certain work. When the plant was working full he was not even expected to do this, but employed a special man for layout purposes. Yet he didn't even confine himself to the layout work. He would often relegate it to some machine man who was not particularly busy at the time, and go himself to replace some absent man at a machine where work was piled up. He did this, too, notwithstanding that there were other men in the place at the same time who could have done the same work at the machine better than he could, because they were in better training.

There are foremen who make a success of their foremanship while at the same time understudying many of the important skilled workmen under them. It does not seem, however, to be a good idea as a general proposition, or to belong in the modern scheme of things. It looks as though it would be a better proposition for the foreman to figure out some system of understudies for men in important positions so that in the absence of one a little shifting about will keep things going and leave him free to direct the work and attend to his duties as foreman.

J. C. T.



# Some Fallacies of the Forest



ARTICLE THRE

To this day there are people who insist that the spigot for a core barrel must be made of applewood. There is no telling how old that superstition is, but it goes back to the days when popular education was not general. It was supposed that the cider in flowing through the spigot was improved in some way by contact with the wood of the tree which bore the apples. Some cider makers in remote rural districts yet hold to that view. There is no basis for the belief further than that applewood is good spigot material. It is sanitary because close-grained, hard, and not inclined to check.

A closely-related belief is that vinegar barrels should be equipped with cedar spigots. Rural stores in some parts of the country still announce that they are prepared to sell cider spigots for such of their customers as need them for vinegar barrels. It does not appear that any satisfactory reason is offered for the preference of one wood for the cider barrel and another for the barrel that contains vinegar, as the difference between these two liquids is often a matter of mere age.

The superstition that cedar is a purifier of liquids extended much farther than the vinegar barrel. It was once believed that the southern white cedar, which grows in the swamps near tidewater in New Jersey and southward, exercised a mysterious and beneficial influence over water brought in contact with it. Pails with cedar staves were popular, and many sea-going vessels were equipped with water casks made of this wood.

The belief went still further in regard to that species of cedar. It was declared that the growing trees purified the swamp water in which they stood. Vessels about to leave the Chesapeake bay on long sea-voyages occasionally provided themselves with a bountiful supply of stagnant water from the Dismal Swamp in Virginia, under the firm belief that they were taking worthy precautions by having all the easks filled with drinking water fresh from the swales, lagoons and frogponds of the morasses where the cedars grew thick.

Possibly the resin in the wood affected the water to a small degree, particularly if confined in cedar casks; and it is not improbable that the presence of bark, leaves and berries assisted in precipitating the impurities of swamp water; but the old belief appears to have died out in the region where it was once prevalent.

The traveler through the southern Appalachian region will sometimes find the domestic help about the farm engaged in making the supply of family soap. Lye from ashes, a quantity of grease, and certain other ingredients enter into the manufacture. The mixture is boiled in a large iron kettle, usually out of doors. More likely than not it will be found on examination that the stick used in stirring the soap is sassafras. That is not a case of happen. An inquiry will elicit the information that no other wood will answer as well as sassafras for stirring the soap kettle.

The superstition is widespread, of long standing, and it is still firmly entrenched; but no cause is known why soap is better if stirred with sassafras than with any other wood. A make of "sassafras" soap has long been on the market, and its odor at once betrays it; but the odor is not due to any stirring with a sassafras stick, but to the presence of sassafras oil mixed in liberal quantity during the process of manufacture. The oil is obtained by distilling sassafras roots. It is remarkable how firmly the soap stirrer holds its place among people who would not be usually classed as superstitious.

Similar beliefs, some without any basis of truth whatever, were once very common, but have now largely disappeared because of more general education. One of these will serve as a sample. It was maintained that a branch of dogwood (other woods were mentioned also) would greatly benefit the weak, famished cattle that were "on the lift" in the spring of the year. The term "on the lift" has fortunately passed out of use. It was formerly applied to farm animals so nearly starved that they could not

get up when down, and had to be lifted to their feet. That condition was once common in early spring before green things began to grow, and after the dry feed was exhausted. Farmers with small clearings did not always raise enough to tide their stock "through to grass," and a good deal of "lifting" had to be done. It was then that the dogwood superstition came into play. It was claimed that a branch of that wood, fastened to a cow's horns, miraculously increased the poor creature's strength to such an extent that she could get up without being lifted.

It is needless to say that if the farmers of that time had spent a little more time raising fodder they need not have placed such implicit faith in the efficacy of the dogwood branch to "lift" the cattle the following spring.

One of the longest survivors of all the fallacies about wood is that which attributes to the moon some potent power over the tree and its products. This superstition assumes various shapes. It was formerly supposed by the majority of country people, and still is by many, that the phases of the earth's luminary influences not only the lasting properties but also the seasoning qualities of wood. Take the case of shingles, as that was one of the most common articles over which the pale beams of the mighty orb were supposed to exercise a benign or malignant influence.

The tree from which shingles were to be made must be cut when the "sign" was right. All farmers understand the "signs" perfectly. There were a great many variations of the "signs" that must be observed, for each kind of timber had a "sign" of its own. The man who was about to split red oak clapboards or shingles for a shed roof watched his almanac, and when the horns of the moon were pointing down he felled his tree. That guaranteed the shingles to lie flat; but if the tree were felled when the moon horns were pointing up, the shingles would be certain to curl up.

Red oak, in common with all other oaks, and with most other hardwoods, warps badly when thin pieces, like shingles, are exposed to dampness on one side and dryness on the other. Since shingles nailed on a roof cannot curl downward, it is evident that they must warp upward if they warp at all. They assumed that position in dry weather, but at the end of a long period of rain they were well soaked and the warping was nearly gone. They lay fairly flat on the roof.

The fact is, the warping of shingles is independent of any phase of the moon; but the old timers would never listen to such a statement. They were as firmly convinced of it as they were of the flat shape of the earth. Every roof with warped shingles that fell under their observation was a clincher, in their opinion, that the timber of which the shingles were made had been felled when the horns of the moon were pointing up. The fact that the same shingles were straight enough in wet weather had no effect on their theory. It is well-known that a superstitious person is almost powerless to learn anything by observation, if it militates against his set notions. Fifty contrary facts weigh less with him than a single fact which he can interpret as proof of his preconceived notions. Thus it was that the pioneer shingle and clapboard makers went on, generation after generation, felling oak timber according to the signs of the moon, merely because their daddies did so before them. A little observation would have shown them that their prejudice was not founded on fact.

They had no such superstition regarding pine shingles, because pine warps little and the shingles always lay flat. When this fact was explained at all it was explained on the assumption that the moon was unable to influence pine as it did oak.

There was a whole category of superstitions regarding the moon's influence upon timber. Some related to decay, others to the attacks of worms and bugs, and some in still other ways. Everything, real or imaginary, that went wrong with timber was saddled on the poor moon.



# Housekeeping in the Lumber Yard



Well kept lumber yours are trivicately not unique, though one may sak criticism by saying the trivicately und is not as well managed in this respect. It is a real pleasure to visit a yard which is all that it should be, and shows evidence not only of careful planning but of constant effort to keep it up to the mark.

Some lumbermen seem to believe that keeping a yard looking spick and span has nothing whatever to do with the success of the business. Perhaps this is true; if it is, it must be merely a coincidence that the concerns which keep their yards "dressed up" all the time are those which are making the greatest success in the lumber business.

The wholesaler may interpolate a suggestion to the effect that his croblem is a good deal harder than that of the sawmill man, because his lumber is constantly moving. It is more "fluid" than that of the manufacturer, who must needs keep his stock on sticks for several months before he attempts to dispose of it. Consequently the piles of the sawmill man are anchored, so to speak, for a considerable period, while those of the jobber, who gets a large part of his stock fairly dry, may be torm down at any time. The jobber who tries to take care of special orders, and who doesn't mind going through his piles to get special sizes, will likely have a rather chaotic looking yard; but this very condition may be the best evidence of success.

Conceding that, however, even the jobber can help the business by "cleaning up" after these operations, and seeing that his piles are not demolished more frequently than necessary. Proper piling in the first place, of course, would minimize the amount of handling necessary. When it comes to the sawmill man, however, there is little excuse for not keeping his piles in good order and in making his yard look, as someone expressed it, like a newly-swept kitchen.

One of the best aids to a good yard is good roads. Instead of depending on the earth to remain dry enough to permit the trucks to be moved about freely, the lumberman with foresight builds macadam roads which drain well and which can be used right after a rain without imposing excessive burdens on his teams and men. And such roads certainly improve the looks, just as they increase the efficiency of the yard. Yet many a wholesaler is content to have his men and horses struggle through the mud until it looks like the track at Churchill Downs after a hard day's racing on a rainy day.

Keeping the alleys cleared of material, in the form of piling sticks, odd boards, etc., is another important feature which deserves attention. In the first place, such care prevents the waste of good material, for a board which is allowed to lie out unprotected soon deteriorates. Yet good lumber is often maltreated in this way, and losses pile up which could have been turned into profits by the exercise of a little care. Lumbermen whose yard crews work on the piece basis usually require the replacement of sticks in racks provided for that purpose as part of their work, and having this definitely understood keeps the yards cleared of the sticks and enables them to be used much more than when they are dropped anywhere and allowed to lie after a pile has been taken down.

This means, too, having on hand a sufficient number of sticks for piling green lumber. It is a fact that at some mills lumber is put up with two few sticks for the proper support of the boards, simply because the crews couldn't find enough at hand. Of course it is easy enough to cut up fresh sticks, but sometimes this means delay. The best way is to make proper use of those which are already in place, so that when a new pile is put up there will be no lack of sticks on which to place the green stock.

An interesting feature of some yards is the use of continuous piling foundations. Instead of building a foundation for each pile, the supports are put down the entire length of the alley. The advantage of this is that the size of the piles may be altered to suit the situation. If the lumberman wants to pile his stock in narrow piles, he can do so, whereas if he desires to use broader stacks his foundations permit him to resort to this plan. It doesn't cost much more to build the foundation in that form, and judging from the resulting convenience, the added investment in material and labor is well worth while.

Another good point, which has been noted in well-managed yards, is the use of a number for each pile. The numbers are systematically arranged, odd numbers being on the right of the main alley, for example, and even on the left. When this plan is used, the stock list shows not only the amount of each kind and dimension of lumber on the yard, but also its exact location. It is sometimes amusing to hear a lumberman discussing with his yard foreman the question of how much stock of a certain kind is on hand.

"How about that pile down in the far end of the yard?" the lumberman asks. "Isn't there a lot of No. 2 common quartered oak."

"Not much," the foreman answers, "We used up part of that pile finishing out a car the other day,"

This rough-and-ready style of keeping informed about the amount of stock on the yard is entirely eliminated when the piles are numbered and the information thus made available is taken advantage of. As each pile is put up, the office receives a memorandum showing the date of piling, the amount of stock and its description. As lumber is shipped out, the proper notation is made on the tally sheet, so that the stock list can be corrected right up to date without the use of a great deal of labor.

The man whose piles are numbered, and who keeps track of the movement of stock from the mill to the yard and from the yard to the car on this basis, is never in doubt as to how much of any item he has. All that is necessary is to refer to his records. Instead of dashing out into the yard and consulting with his inspectors, he can tell an inquirer about the stock without the loss of a moment. And this readiness in advising as to stock on hand is worth a great deal from a selling standpoint.

Another advantage which comes from this system is in case of fire. A merchant who had a fire loss and whose books were not in such condition as to enable the value of his stock to be checked up, would have a considerable struggle with the adjusters before he got his money; yet lumbermen frequently go into the adjustment of a fire loss with only an approximate idea of the amount of stock in the yard or in that portion of it which was burned.

"We have our stock list for last month," he can say, "and we know how much we have shipped out since then. We also know the footage which has been put into the yard from the mill. But we can't tell you how much of each item was burned, nor give you more than an approximate estimate of the value of the lumber."

A careful investigation of the situation, calling into conference everybody in the yard who was familiar with the stock, usually results in about the correct figures being arrived at; but certainly this method is not to be desired if it is possible to get the facts by the simple plan of referring to the card index or loose leaf ledger and noting the contents of the piles which were burned. That much can always be ascertained, and after that it is merely a matter of looking at the books in order to ascertain the additional facts that may be desired.

Some lumbermen whose piles are numbered do not go to the trouble of itemizing the daily additions to stock from the mill, catching these figures at the end of each month when the stock is inventoried. Inasmuch as the best practice is to tag each pile at the time it is put up, with the date of piling and the amount and description of the stock, it seems that this information could be made part of the daily record, instead of leaving it to the monthly inventory. When both incoming and outgoing movements are known, the record is absolutely complete, and furnishes advantages too numerous for separate mention.

Sawmill men who are using the plan of numbering their piles, as well as the other ideas suggested in connection with good house-keeping, are enthusiastic over the possibilities of the system. As suggested above, the wholesaler whose stock is on the move all the time would find it difficult to adapt his business to a pile-numbering system; but there is no question about its being a valuable aid to the manufacturer.

G. D. C.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquiriers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 337 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

#### B 632-Varied Requirements in Hardwood

Des Mortes la Jan 6 Editor Hyanswoon Rinonio. We would approcité your privince is notone? with manufacturers who could fill the polywhim froms.

I to 2 cars 1" No. I common white out, also quartered out same dimensions

4 to 5 cars core stock 1", 1", ", 10" and 2", preferably in southern wislow, soft maple, soft buch and northern ash

Quartered white oak in 5.8 and 1" No. 1 common; Plain white oak in 5.8 firsts and seconds; Plain white oak in 1" No. 1 common; White oak

Veneers: 1/16 sawed quartered white oak; 1/20 mottled figured mahearmy; 1/20 rotary out barel, hard maps or peplar; 3/16 rotary guin

Straight grained dimension pieces of oak, ash, hickory, hard maple or birch, clear, sound, straight grained, free from knots, wind shakes or any other defects that will impair their strength. These pieces 2x2-5′, 2x2-6′ long, 2x2-7′; 50 per cent 5′ long and from 25 to 30 per cent 6′ long.

A and B and better, short leafed yellow pine in 1x12-16', 1¼x16-16'; also 4x4, 6x6, 6x8, 8x8, 12', 16' and several cars No. 2 express crating.

2 to 3 cars 1x3 to 1x5 plant red oak strips, 1 face and 2 edges clear, as ordinarily sold to floor manufacturers.

3 to 5 cars elm and clear ash, also hemlock in plank and 6" siding T nd 6. Can also use some soft maple and basswood 1" thick.

3 cars No. 1 common oak kiln dried, 1½" and 2" thick.
1 carload clean white oak squares 1.5/8x1.5/8x30". Must not be cut

from old masky times as it is for lending purposes: Car material as follows:  $130_{28} m_{28} m_{28} m_{18} m_{18$ 

 $15_1 \lambda 6'' - 31_1 \lambda 1/4 \lambda 9''$  . Several cars firsts and seconds hard maple, must be clear from  $13_1''$ 

### thick x 21/2" wide, up to 113/4" wide, miscellaneous lengths.

B 633—Services of Experienced Railroad Man Available
Alpena, Mich., Jan. 5. Editor Hardwood Recome: Owing to the appearament of a receiver for our companies and the uncertainty of their
policies, it may be necessary for me to become associated with some other
campany in the near future. I have been closely identified with every
department of the companies, and am now connected with and am a
stockholder in them. I have had a training in efficiency and economy of
operation that cannot be otherwise but profitable for any other company
with whom I might become associated.

I have looked after our timber interests here and in the West. Have had active experience in the mills, offices, lumber and woods department, the laying out and building of railroads. Have just finished twenty-five miles of main line in this vicinity. My annual average sales of lumber run from \$300,000 to \$450,000.

The writer of this letter is now associated with one of the biggest operators in the North. He is a man probably second to nome in the line in which he has perfected himself, and this should prove an opportunity for someone looking for the right kind of a manager for a northern operation.—EDITOR.

#### B 634-Wants Elm Strips for Hoops

San Francisco, Jan 2 Editor Hamwoon Riscome One of our customers here has started the manufacture of coffee barrels and requires elm strips in quantities for hoops. These strips will run 3/16x2+x54", 14"x24", x61" and 4"x24", x70". It is not necessary that these be surfaced. Can you put us in touch with one or more concerns who handle this class of material?

The above inquirer has been supplied with the names of a few manufacturers of elm strips. Anyone interested can have the address on application. Editor.

#### B 635-Wants Stained Saps White Pine

New York, N. Y. Dec. 31. Editor Hymowood Racona. We are in the market for a car or two of 5-4" stained saps white pine. If you know of any mill having this material we will be glad to have you put us in touch with it.

A limited number of sources of supply have been given this correspondent, but anyone wishing to be placed in touch with this prospective customer is welcome to the address on application.—EDITION.

#### B 636-Foreign Concern Wants Hickory Squares

The probability of the probability of the West of the probability of t

The information sought has been supplied, but anyone desiring the attess of this correspondent entire in the top respectively.

#### B 637-Wants No. 1 Common Basswood

New Yerk N. Y. D. A. Lamor Haraward Records. Kinday gave use the names of direct loggers and manufacturers of basswood. We use 5/4 No. 1 common in this stock, averaging about 2 cars a month, 1 car for 10° and up wide and the other, 6° and up wide.

A list of manufacturers of basswood has been supplied this eastern house. Anyone interested in the inquiry will be given the address upon application to 1: 637. Edition.

### B 638-Wants Two and Three-Ply Veneers for Trunk Work

San Francisco, Cal. Dec. 31 Editor Hydrowood Records: We would appreciate very much if you will kindly give us the names of large manufacturers of basswood and cottonwood veneers in two and three-ply suitable for trunk work.

The writer of the above letter has been advised that as far as the editors of Hardwood Record have been able to find out, cottonwood is not glued-up because if the logs are steamed the veneer roughs up in cutting. On the other hand it is impossible to glue up stock made from logs which have not been steamed as the glue will not stick where the natural tree sap is present. The writer has been advised that while he could probably get basswood in this stock he should substitute gum for the cottonwood.——Editor.

#### B 639-Wants Hazel Lumber

Saginaw, W. S., Mich. Jan. 5. Editor Hardwood Record: Please advise where we can purchase hazel lumber.

The writer of this letter has been given the names of two or three concerns who might possibly be able to furnish this stock. Any others directly interested can have the name on application.

#### B 640-Takes Exception to Editorial

The last issue of Hardwood Record contained an article entitled "Scientific Lumber Drying" by Z. Clark Thwing, vice-president and general manager of the Grand Rapids Veneer Works, Grand Rapids, Mich. Hardwood Record published this aricle with editorial comment in which it suggested the possibility that the writer might be in error in some of the points made.

The following is a letter commenting on that editorial, which is published herewith without comment:

Grand Rapids, Mich., Dec. 29.—Editor Hardwood Record: I have been much interested in noting your comments on page 15 of your December 25 issue in the article on kilh-drying.

We feel confident that if you will dig a bit deeper into the results which are accomplished where these other types of kilns are in use you will find that their results are far below the modern standard of efficiency.

Particularly in a blower klin, we are surprised to have you make the comment that you have regarding the control of temperature and bundity. The control of temperature is a fairly easy proposition, but the control of humidity for a blower klin, or the creation of the necessary amount of humidity for a blower klin is a problem that has been a tremendously hard one even at normal temperature and in the heating and ventilating of large buildings.

We are, too, very sorry that on the subject of the expansion kiln you did not quite understand us. We admit that the subject is a big one and that we had very little space in which to present what we wanted to along this line, but we certainly give you credit for grasping the facts therein contained.

We agree with you wholly in the lest two paragraphs of your comments and think you are exactly right here. We would like to have brought out these points, but we did not feel that the limitation of the article and the space available would justify us in touching on these points as well as many others of equal importance.

Grand Rapids Veneer Works, Thomas D. Perry, Sec'y,

#### B 641—English Shipper Writes Regarding Import Regulations

In the November 25 issue Hardwood Record there appeared an interview with a prominent American exporter, in which he criticised the methods of handling shipments of American hardwoods as applied in the English market. This interview was read by the principal of a prominent firm of wood agents at London who disagrees with the sentiments expressed by the American shipper. This gentleman has written Hardwood Record as follows:

on , In 20 late Harawoop Ricomp I have just per minimum on per, and of ear assumdated November 25 and

The authority of the Law a trades Pederation spent a lot of the land to a line given the to be too take that all American hard we december to a december of the latter table and under the same terms to the trace of trad so d by mr ountry while was done so as to avoid any discrepancies in measure.

There is no doubt discrepancies still exist but there is also no doubt that the measure as taken in London is correct ninety-nine times out of which and I think you will ago that I am pastined in saving so which says the partial actual and compare it with methods in the States.

I castain, a dene of an independent measure; in th employ of the Port of London Authority, whose interest if any is to make the measure as much as possible as all their charges are based on their measurement return. Each board is laid on tressels and measured for length, width and thickness, the width and thickness probably in three places. These particulars are entered separately in a tally book, the

Now compare this with the sellers' method. They usually measure on the pile, the length is guessed in nearly every instance, the thickness in every instance, and I do not think I am exaggerating when I say that in 90 per cent of the boards the rule is not put absolutely flat on the board, as it would require the measures to kneet down every time which he certainly does not do.

the trade here to use the Lufkin contents rule, the shippers will insist on measuring on a 12 foot basis and thus bring into their invoice every odd two or three inches, for instance, a would 14 feet long, 8 inches would be measured here as containing 9 feet super, and 100 of them would contain 900 feet, but on some shipper's invoice it would appear-

100 pieces 8 inches = 800 feet; off 1/16 = total 933 feet. Without admitting the correctness of the statement that there is seldom a shortage when measured in merchants' yards, I could explain some reasons why this may happen. First of all, the lengths are as in America more or less guessed and the wood is measured as tight as possible for selling purposes and without a doubt is not so carefully measured as when done by the Port of London Authority.

Then we come to the question of the 11/2 per cent shortage. Why should the buyer pay for something he does not receive? I am sure no one in the States buys on such terms. I agree that the shipper rarely hears of any over-plus either on dock or yard measuring. My own opinion is that the two principal reasons why the shortages occur are first: Measuring on a 12 foot basis and second measuring as tight as possible, and if I am right, then it is obvious that these are apparent snortages and only exist on paper.

We now come to the question of thickness and I should first of all like to say that I do not see why the boards cannot be cut to hold full thickness when dry, just as they used to be years ago and are now some shippers.

A board that is 1/16 inch scant in one place might just as well be scant all over, and there is no doubt that at one time many shippers kept all their scant 2 inch lumber for export, knowing that what was noticed would be called 1%'' if exported, whereas, at that time it would be called down to 1%'' in their own country.

It is a pity you did not investigate this matter a little further for you would have found that the Timber Trades Federation here gave the matter every consideration, whereas I cannot learn that the counter proposals and reasons for not agreeing to the originals have ever had the attention of the National Lumber Exporters' Association, or at any rate have the points raised on this side been replied to.

No one reading your report would understand that the Federation here had expressed its willingness to submit the following provided the National Lumber Exporters' Association agrees

National Lumber Exporters' Association agrees:

1. In taking the thickness of all American lumber, same to be taken
1 foot from the thinnest end.
2. In case not more than 2½ per cent in plain oak and 5 per cent in
quartered oak 1% and thicker, should be 1/16 scant in thickness and 3/4%
and thinner, 1/3% scant in thickness, no notice is to be taken and the
parcel as a whole is to be considered full thickness. If the scant lumber
exceeds these percentages up to 5 per cent in plain cak and 10 per cent
in quartered oak, buyers shall accept the stock with an allowance for all
the scant lumber. If the scant lumber exceeds 5 per cent in plain oak
and 10 per cent in quartered oak, buyers to have the option of rejecting
the whole of the scant lumber. As the cut is attributery are remained to the scant lumber.

2. Where shipments are found by the Pert of London Authority to
have the superficial contents marked on cach piece in figures such figures
must stand, or afternatively, any pures with the measurement of which
Port of London Authority disagree, must be laid aside for inspection.
Shippers to pay necessary expenses.

#### B 642-Wants Persimmon

Kinghorn, Fife, Scotland, Dec. 11 .- Editor HARDWOOD RECORD: We are in the market for 100 to 150 tons of persimmon for early 1914 delivery. We shall be glad if you can furnish us with the names of several firms having persimmon logs to offer for early shipment to Glasgow.

The above foreign house has been supplied with a list of manufacturers of persimmon. Anyone desiring the address can have it upon application .-- EDITOR

### Clubs and Associations

#### Indiana Lumbermen to Meet

The Indiana Hardwood Lumbermen's Association announces that its fifteenth annual meeting will be held at the Hotel Dennison, Indianapolis, Ind., January 14. Secretary C. H. Kramer issues a cordial invitation to members of the hardwood trade to be in attendance.

#### Michigan Manufacturers to Meet

Secretary J. C. Knox of the Michigan Hardwood Manufacturers' Association announces that the mid-winter meeting of that organization will be held at the Pontchartrain hotel, Detroit, Mich., on Wednesday, January 21. Statistics will be presented covering a large percentage of the lumber cut for the year 1913 and the estimated figures for 1914, making the meeting of much importance to the manufacturer of lumber. Other subjects to be considered are; Present market conditions; discussion of stock reports covering hardwoods and hemlock and their relation to the present market; experiences of manufacturers under the liability act; logging and camp expenses; report of regular and special committees; forest fire protective matters and Forest Products Exposition.

#### National Wood Preservers' Association

The National Wood Preservers' Association has issued its regular program for the tenth annual convention, which is to be held at the St. Charles Hotel, New Orleans, January 20, 21, 22. The first session will be on Tuesday, January 20, and will open with the usual addresses of welcome, responses, roll call, officers' addresses, reports, etc. There will be in all fourteen papers covering the many questions directly interesting the members of the association and others interested in wood preservative work. All papers will be prepared and read by experts in their respective

#### The Hardwood Manufacturers' Meeting

The program for the twelfth annual convention of the Hardwood Manufacturers' Association of the United States, which is to be held in Memphis, January 21-22, has practically been completed. It will be unique in the absence of long winded speeches, the whole program being arranged with a view to insuring a meeting full of vital and lively interest to lum-

One of the features will be a discussion of logging problems, the same to be considered from the standpoint of operations in both the hill country and in the low lands. Results of practical experience as to methods and cost will be given, and an open and free discussion is to follow on the floor. There will be several short set talks on logging to open the forum.

The rule of the meeting will be more to encourage discussion to develop features of prime interest to the lumbermen in attendance than to have them chafe under long oratorical efforts. In short, it is to be a lumberman's convention and every mother's son who attends is expected to "talk right out in meeting."

Reports received at the office of Secretary Weller at Cincinnati, indicate that the attendance this year will be very large. The fact that the convention is to be held in the heart of the hardwood producing belt has met with enthusiastic response on the part of the lumbermen and particularly in the Memphis territory, and many new faces will be seen in the hotel lobbies and on the convention floor. The Memphis hotels, particularly the Memphis Hotel Company, which controls the Gayoso and the Chisca, are arranging to take care of all visitors. The headquarters of the association and the sessions of the convention will be held at the

The Memphis lumbermen are working hard to boost the attendance and particularly among the consumers, special invitations being enclosed in all the mail that is going out of lumber offices at Memphis. M. B. Cooper of the Three States Lumber Company and Ralph May of May Brothers of Memphis are the two resident members of the committee in Memphis, and they are doing yoeman service. The other members of the committee on arrangements are R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardis, Miss., who is chairman, and J. F. McIntyre of J. F. McIntyre & Sons, Pine Bluff, Ark. The Lumbermen's Club of Memphis has adopted a resolution welcoming the convention and the individual members of the club are working hard to make a success of the meeting. The lumber industry in Arkansas will be represented by practically every hardwood producer in the state, which is likewise true of Mississippi.

#### Convention of Ohio Association of Retail Lumber Dealers

On February 3, 4 and 5 the Ohio Association of Retail Lumber Dealers will hold its annual convention at the Hotel Gibson, Cincinnati, O.

Work on the new hotel where the convention will be held is nearing completion and all doubts as to its readiness are removed. The convention is expected to be one of the largest ever held by the association. About 1.000 visitors are expected.

The Lumbermen's Club will have full charge of the registration as well as the entertainment features, and the entertainment committee will spare neither pains nor money to make the visitors welcome and long remember their visit to the Queen City.

### Some Things Worth Knowing Regarding Next Meeting Place National Wholesplers

Memoris of the Buffalo trade excitated approximation of the honor of entertainting the next convention of the National Wholesa. Lumber Departs' Association and associate strainting the strainting of the strainting of the many plans up to the encountered in Buffalo and the many advantages the city offers as a convention city.

This booklet says that Buffalo is forty-two square miles in area; the population, 400,000; the value of exports in 1912 was \$60,705,000 and 1m. of receipts in that very we \$128.6,1000. Fig. from production, 1720,000 tons. In 1912 \$250,000 to of coal shipped via lake during vessels arrived. There were \$,925 tons of coal shipped via lake during

The city has most excellent police and school systems, having one new technical high school under construction which will cost \$2,000,000.

Seventeen railroads enter the city with 250 passenger trains daily and the city trackage is 700 miles. The Niagara tunnels are within twenty miles from Buffalo and power is delivered in Buffalo at one-third less than cost of horse power from the streams in unlimited quantities.

The Lackawanna Steel Company, the largest and most complete individual plant in the world is located at Buffalo. This company has \$60,000,000 capital. It has a separate breakwater a mile long and a capacious with the state of the second sec

Features worth seeing are: Buffalo University, the stock yards, the second largest in the world; parks, they being six jn number; the Buffalo Historical Society; Buffalo Society of Natural Sciences, and the Buffalo Luc Art. bendera:

In addition, Buffalo has the largest automobile club in the world and a so has neared at Carrine, N. Y. seventeen index onto one of the latest country club houses that can be found anywhere. M. M. Wall, trustee of the National Wholesalers' association has been elected president of the country club for the second time, so that, weather permitting, those in attendance will be well entertained.

#### Northern Graders Hold Meetings

Secretary 4: 8 Kellegs of the Northern Hemiock and Hardwood Manus facturers' Association, Wausau, Wis., has issued the dates and places of incetings of the various gatherings of yard foremen and graders of members of that association. The first meeting was January 6 at Green Bay, Wis., at the Beaumont Hotel. The second meeting was held at the Milliman Hotel, Iron Mountain, Mich., on Wednesday, January 7. The Galloway Hotel, Eau Claire, will be the location for the fourth meeting, January 9, while the last meeting will take place at Wausau, Wis., January 19.

These meetings are for the purpose of promoting better understanding of methods and care or grading stock.

The importance of these gatherings is easily appreciated.

#### Philadelphia Exchange in New Year's Reunion

The Philadelphia Lambermen's Exchange held its annual reunion. always a function of high good cheer and jolly camaraderic, as usual, on the last day of the old year. The attendance of members and friends was At 12 M. sharp an elaborate luncheon was served in Griffith Hall, after which a mental regalement followed in the shape of a highclass vaudeville show. Professor Philip J. Pollitz headed the program with some soul-stirring marches, after which the trio-Cripts. Eva and Penn-dld some fine entertaining in the way of dancing and singing. Fred Duprey, a favorite comedian, followed with his side-splitting acting and story telling, and after him, as a reversal of entertainment, "Leonardo," a young harpist, filled the air with the sweetest of old and familian melodies. Joe Field, a well-known personator and humorist, followed and as usual, delighted his audience with his wonderful imitation of wellknown characters. This closed an all-round enjoyable celebration of the passing of the old year, and the prospect of many renewals gave cheer to the parting that followed. The success of the entertainment is due to George A. Howes, chairman, George Rodgmen, Paul P. Pearson, J. Edward Smith and W. H. Wyatt of the office and entertainment committee.

#### Cincinnati Club Holds Monthly Meeting

At the last monthly meeting of the Lumbermen's Club of Cincinnati the entertainment committee was requested to prepare a special entertainment for the January meeting, and those members of the club who attended that meeting were highly entertained. The meeting was held on January 5 at the unique "German village," which was especially built for stag parties of this kind by the Wiedemann Brewing Company of Newport, Ky., just across the river. Sixty-five members sat down at 6:30 p.m. to a delicious beefsteak and pitch potato dinner. The feature of the entertainment was a cabaret show which continued during the dinner and was received with hearty encore after each turn.

Immediately after dinner President Hagemeyer called the meeting to order. Secretary Bolser read the minutes of the previous meeting, following which several communications were read and disposed of.

On account of removal from the city to the plant at Conasauga, Tenn., of the Conasauga Lumber Company's general offices, the resignation of the firm was accepted with regrets.

The Midland Lumber Company was rejustated to membership, it having temporarily dropped out.

An invitation from the Indiana Lumbermen's Association to its conven-

tion to be held on January 14 at Indianapolis, Ind., was received, and many members signified their intention of attending.

The square deal policy of the club was again very much in evidence one case between two firms was settled at this meeting and another referred to a special committee for decision, after which the meeting adjunction.

#### Hemlock and Hardwood Operations

Figures showing the cut and shipments of lumber by the Northern Hemlock and Hardwood Manufacturers' Association in 1913 have been sent out by R. S. Kulburg socretary, as follows:

out by R. S. Kettogg, secretary, as follows:		
Wood.	Feet Cut.	Feet Shipped.
Hembook	146,512,000	413,762 000
\sli	7 00%,000	7.870,000
[htssweet]	47,954 0000	50 707 000
Buch.	85,950,000	57,566,000
131m	26 424 0000	15 572 1000
Maple	82,744,000	83,695,000
Oal	1205 000	3 658 000
Mixed actilizate	\$ 1.4 (8 (000)	32 874 000
Total hardwoods	227 6=2 000	305,655,000
total maranoous	000,012,000	000,660,600

Nearly the entire excess of cut over shipments occurs in the mixed hardwoods. In fact, except a slight excess in the case of hemlock, none is shown elsewhere. The accumulation of stock amounts to about four per cent of the cut.

#### Annual Meeting of Southern Hardwood Traffic Bureau

The Southern Hardwood Traffic Bureau held its annual election at Memphis on January 6, at which the old officers and directors were chosen for another year. The officers are as follows: President, George D. Burgoss, Russe & Burgess, Inc.; first vice-president, Walker Wellford, Chicasaw Cooperage Company; second vice-president, C. D. Hendrickson, C. D. Hendrickson Lumber Company; secretary-manager, J. H. Townshend, all of Memphis, John W. McClure of the Beligrade Lumber Company, Memphis, is treasurer of the bureau and will serve during 1914.

On January 7 the regular business sessions were held with about seventy-five in attendance. A pleasing luncheon was served at the meeting place, the Hotel Chisca. Reports were read by president Burgess, treasurer McClure and Manager Townshend.

President Burgess said fourteen complaints had been filed with the Interstate Commerce Commission up to January I, that seven had been heard and six decided favorably. The Memphis-New Orleans case was the only one lost, although this decision was partially successful as the railroads advanced Mississippi rates to New Orleans while the commission declined to permit the advance to stand. He prophesied that the reduction of present rates would be effected within the year.

Commenting on discrimination in ocean rates, he said that investigation disclosed rank discrimination against Memphis in export rates and that a reduction had been asked to Galveston which, if granted, will open up a new port to the Memphis territory. Commenting on proposed five per cent advance in general freight rates, president Burgess stated that the matter should not be allowed to pass without the lumber trade offering all possible information to the Interstate Commerce Commission.

He then reviewed the value of close association work, told of the purpose and accomplishments of the traffic bureau and its benefits and in conclusion thanked the bureau of governors for their support.

Report of treasurer McClure showed that the finances of the association are in healthy condition,

Manager Townshend expressed himself as pleased with results accomplished during the short space of one year past. He stated that in the Canadian rate case a saving of from five to twenty dollars per car had been effected as a result of the bureau's work.

He touched upon the New Orleans rate case and then told of the plan on which the bureau is working for assorting and manufacturing arrangements to make it possible to ship hardwood lumber into Memphis, have it assorted, graded and dressed and within twelve months re-shipped at the through rate in effect from the point of origin to point of destination plus three dollars per car. He said that other cities already have this arrangement and that it would be of vast importance to Memphis to secure it also

He said that by insisting upon the rule that where tariffs conflict the lower prevails, the bureau had saved members approximately \$10,000 on lumber shipped to Colorado points. Regarding grades, Mr. Townshend said that \$13,700 out of \$20,800 had been collected.

Regarding the weighing matter, the report showed that while much had been promised, little had been actually accomplished by the railroads but that the bureau was still pushing the subject and the Interstate Commerce Commission is conducting its investigation. Mr. Townshend said he believed that regulations would be put into effect during the next year that would be backed by laws to compel the railroads to correct many evils that have been detrimental to the interests of shippers.

The bureau was seeking extension of time for filing of claims under the standard bill of lading and it is expected that this petition will be granted within the year.

Transit arrangements were also secured by the bureau by which logs can be shipped in and lumber shipped out without regard to the character of either. This arrangement is effective with all the roads except the

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### With the Trade

#### Milne Lumber & Manufacturing Company Organizes

A V Milin terms by on the Milne Brothers Company and the Milne Savige Left of tempera. New York amountees that he recently several his connection with those concerns and is now operating with offices at 16.5 Grand Central Terminal, New York City, as the Milne Lamber & Manufacturing Company. This concern has excellent milling connections and expects to handle only high-grade stock. Its specialties are kiln-dried hardwoods, boxing and crating lumber, although all lines of hardwoods are handled and in addition white pine. North Carolina pine and surface.

A. N. Milne was connected with the Milne Brothers Company for five years and before that was with another large wholesale lumber house in

New York, having for about eight years acted as general sales manager. During this period of close association with the consuming trade he has built up an extensive clientele and it is confidently expected that he will carry a good share of this to the new concern.

P. M. Hall, who has been connected with the National Association of Manufacturers, will also be associated with the new firm

#### Will Handle Pacific Coast Products in East

The latest development in line with the forthcoming opening of the Panama canal is the announcement of a new corporation with large means being organized by prominent lum ber interests in New York City and up state This new organization is to be known as the Arnold-Mitchell Company, and interested in the project are Arnold & Co., Albany, represented by B. W. Arnold, and White, Gratwick & Mit chell, North Tonawanda, and allied interests in New York City, Philadelphia and Buffalo, White, Gratwick & Mitchell are represented in the above named markets by the Stevens-Eaton Company, the Brown-Bates Company and the Hendricks-Caskey Company. This wide range of activity makes the new corporation specially qualified to handle intelligently a complete stock of Pacific coast lumber to the eastern trade. It represents a selling force second to none, while the manufacturing or lumbering end will be in hands of experienced and practical lumbermen.

#### Personnel Dickson Planing Mill Company Changes

The Dickson Planing Mill Company, Dickson, Tenn., announces that at a recent meeting of the directors, II. T. Cowan and L. H. Rogers were elected president and secretary respectively. Mr. Cowan is president of the H. T. Cowan Lumber Company and makes a valuable acquisition to the planing mill company.

The Dickson Planing Mill Company expects to expand and improve its capacity to take care of its rapidly increasing business in oak flooring, which product has found and is still finding favor with the consuming

The active management will now be in the hands of Messrs, Cowan and Rogers, who will be assisted by W. R. Boit and D. S. Hutchison.

#### Notice to Creditors of Cincinnati Bankrupt

Charles T. Greve, referee in bankruptcy, announces that there will be a meeting of the creditors of the bankrupt Maley. Thompson & Moffett Company, Cincinnati, at the offices of the referee, 22 Carew building, Cincinnati, on January 13 at 3:30 P. M. The meeting is to be held for the purpose of settling disputed claims and all compromises for disputed claims in favor or against the estate and all matters heretofore not disposed of.

#### The Benn Lumber Company Incorporated

The Benn Lumber Company is the style of a new addition to the Cincinnati trade, this company being recently incorporated and composed of Ben. Rubenstein, president; E. O. Robinson, vice-president; F. W. Mowbray, secretary and treasurer. E. O. Robinson and F. W. Mowbray are members of the Mowbray & Robinson Company, Cincinnati. Mr. Rubenstein is from London, Eng., and has represented the Great Eastern Timber Company, London, in the States for quite a number of years.

The new concern will deal in hardwood lumber, the bulk of which will be exposed to I succeed a cutties

#### A. V. Jackson & Co. Change Style

A. V. Jackson & Co., 9 West Fourth street, Cincinnati, O., announce that the style of that firm has been changed to the A. V. Jackson Trustee Company. The insertion of the term "trustee" in the official title does not change in any way the methods of transacting the business or the personnel of the organization, but is for the purpose of suggesting more concisely the arrangement and connection with the milling companies whose lumber that concern markets. The company has been operating under the unique plan of acting as trustee of stocks of mill concerns, and have not sayle experience and particular and stocks.

#### Conasauga Lumber Company Moves Headquarters

The Conceauga Lamber Company of Cincinnati, O has removed its general offices, which have been maintained here for the past three years to the millsite at Conasauga, Tenn., where it was formerly located. This company practically controls the Cumberland Valley Lumber Company of this city, and John Byrns, who acted as secretary and treasurer of the Conasauga Lumber Company and who had charge of the office, has resigned in that capacity but retains his interest therein and is associated with his brother, M. J. Byrns, as treasurer of the Cumberland Valley Lumber Company. The latter company will handle a large portion of the output of the Conasauga Lumber Company.

#### Prominent Eastern Wholesaler Dies

William Augustus Crombie, dean of the New York wholesale lumber trade, died in that city January 3, after a

short illness. He was in his seventieth year.
William A. Crombie was born in New Boston,
N. H., in 1844, and his early business career

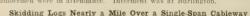
N. H., in 1844, and his early business career was spent in the Burlington, Vt., lumber trade—which has furnished some of the best known lumbermen of the Metropolitan district. He came to New York in 1892 and continued in the wholesale lumber business. He was active in W. M. Crombie & Co., with headquarters at 81 New street.

Mr. Crombie was a man of engaging personality and retinement, and the highest type of business man. He had a large circle of friends in business and social life who will mourn his loss. In politics he was a Republican and was that party's leader in the old Fifteenth assembly district. For many years he was a member of the county committee. He was twice mayor of Burlington.

Mr. Crombie was a member of the New York Lumber Trade Association, the National Wholesale Lumber Dealers' Association, and the Merchauts' Association of New York. He was also a member of the Union League Club, New England Society, Lake Champlain Society, Empire State Society, Sons of the American Revolution, and Society of Mechanics and Tradesmen.

He is survived by one daughter and two sons. William Murray and Arthur Choate, both of whom are active in the business.

of the Divine Paternity, this city, January 5, and a large number of lumbermen were in attendance. Interment was at Burlington.



The Elkmont Contracting and Supply Company has recently installed at Elkmont. Tenn., in the Great Smoky Mountains, a new overhead cableway skidder which breaks all records for distance.

The main cable stretches from the peak of the boson on a self-contained portable skidder, to the top of a hill 3570 feet distant, without any intervening support. Over this lengthy span they are skidding hardwood logs running four to the thousand feet without trouble or delay, having a daily capacity of about 30,000 feet according to the report of the erection engineer. Mr. Blair, who has just returned from Elkmont.

The machine is of the type of the Clyde overhead cableway skidder, but is mounted upon steel skids instead of upon trucks. It has also a powerful extra drum for moving the machine, which is effected by making fast the moving cable to suitable anchorage ahead of the skidder and throwing in the clutch connecting this drum with the engine. In this way the machine is dragged up to an elevation sufficient to make possible these immense spans.

The main cable is 1 1/4" and is giving perfect satisfaction.

At present the skidder is working from one end of a valley known as Coon Hollow, being located on an elevation at one end of the hollow, while the cable extends down the hollow to the opposite mountainside nearly a mile away. Logs are being skidded from both banks of the hollow

Six guys are used, all being of 1" cable, two of which are wound on the peak of the boom back to the rear of the machine. Another guy runs out directly in front of the machine,



A. N. MILNE, NEW YORK, N. Y

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art of itself and tipowing

The many care described is several servers in the many of the machine and is not separate as in all other types of care way such as I have a care to wind off only is much cable as will be required, the balance being stored on the drum out of the way.

coal is obveyed to the fine the skidding are examer runs through the buggy on the main cable) being lowered down into the valley where the buckets of fuel are made fast to It, raised and skidded in direct to the machine.

The entire machine is a marvel of efficiency and simplicity.

Unfortunately the mists were so heavy in the valley during our reporter's visit that we were unable to obtain any photographs of the machine in action.

Those interested can doubtless obtain them together with any further intermation desired from the modified less the Civide Iron Works of Delptrh.

#### A Giant Cottonwood Log

In this connection is shown a father imisma photograph of a cotton wood log which was recently cut on the lands of the Baker Lumber Company, Turrell, Ark. The section shown is the butt log which measured 7½ feet in diameter at the base. The tree cut 8,000 feet of lumber. The eggs were so large that they and to be sport in order that they could be sawed on the carriage.



MONSTER COTTONWOOD, CUT BY THE BAKER LUMBER COMPANY TURRELL, ARK

#### Louisville in the Veneer Business

Louisville and its Indiana snouth, New Albany, constitute one of the largest and most important manufacturing centers of the country in the veneer and glued-up stock business. Including two plants which manufacture thin stock for package purposes, the Falls of the Ohio boast twelve plants which are devoted to this industry.

The greater number of concerns in the business manufacture highgrade stock for use in the furniture and allied lines. Mahogany, figured elm, Circassian walnut and other fancy woods are cut, up, in addition to oak and poplar, and the total production of these veneers, including the tops and panels which are turned out, is probably greater than anywhere else in the central part of the United States.

The Louisville Veneer Mills is the oldest concern in the market, and makes a larger variety of stock than any other. It operates a bandmill for the manufacture of its own flitches, as well as lumber; and has two veneer saws, two rotary machines and two silcors. In addition it has a full equipment of woodworking machinery for the manufacture of gluedup stock, making a full line of high-grade tops and panels. It has built up a reputation for the manufacture of figured gum veneers and panels.

The Kentucky Veneer Works confines itself to the manufacture of thin stock, and operates a veneer saw and a rotary machine. It makes oak principally, though it produces also a large amount of gum stock, both in rotary and sawed stock, as well as popular cross-banding.

The C. C. Mengel & Bro. Company operates, in connection with its big mahogany plant in Louisville, a veneer saw and a sileer, carrying in its warehouse there an immense stock of veneers. Sliced stock predominates, though its saw is kept busy a large part of the time.

The Anderson Veneer & Sawmill Company is another member of the field which makes sawed stock, operating two veneer saws in addition to a bandmill. It specializes in oak, and makes its own flitches for the most part.

The Southern Veneer Manufacturing Company makes a full line of thin stock, including sawed, sliced and rotary veneers.

The Louisville Box & Basket Company is now rebuilding its plant, which was burned some time ago. It makes thin stock for the package trade, and produces its material on rotary machines. The New Albany

Box & Basket Company, on the Indiana side of the river, an associated

The Wood-Mosaic Company of New Albany is now completing the redefined and the several months ago. It will operate three veneer saws, and will make oak neincipality if not exclusively

Roberts & Conner of New Allony have a large equipment, and manufacture thin stock of all descriptions. In addition to a bandmill, the company has a veneer saw, a slieer and a rotary machine, and is Alus in a position to supply any kind of stock for which the consumer may be in the market.

The H. E. Heimberger Lumber & Veneer Company, which is a successor of the Heimberger & Drinkard Veneer Mills of New Albany, confines its attention in the veneer field to sliced stock. It also operates a bandmill where it cuts our its own fitzebos.

The New Albany Veneering Company, which is generally credited with having one of the largest and best-equipped panel plants in the entire country, makes no veneers, but devotes its attention to the manufacture of giued-up stock. It makes a full line of table tops and punels, oak, malogany and Creassian walnut being its leaders.

The Indiana Panel Company is another veteran concern of New Albany which caters to the cubinet-working trades, and manufactures glued-up steck in great variety, making no veneers.

From the Salves of the held whole has been liven at its end in a for volume of production and variety of goods put out, Louisville and New Albany form a combination which would be hard to beat anywhere else in the contains.

### Pertinent Information

#### St. Louis Receipts and Shipments-1913

The todowing is a compensative statement of the receipts and slipments of lumber in St. Leans for the years 1912 and 1913 as compiled by the M. . ints Exclusive of this enty:

RECEIPTS

	15	+12	193	1.3
	Rail.	River.	Rail.	River.
	('ars	Feet	Cars	Feet
lanuary	10 476		16,137	
blemary	13.729		17,757	
March	18 729 18 769		18,290	64,000
April	12,767		16.725	
May	18,195		20,326	ST DUND
une	17,661	34,000	17,816	98,000
fuly	16,023	51,000	16.371	153,000
August	15.114	62,000	18,402	164,000
September	16.347	206,000	17.531	133,000
betober	16,295	64,000	18,030	41,000
November	13,981	43.000	14,432	28,000
tecember	14,510	6.000	16.647	20,000
	1 1,474	- 0.000	19.021	
Total	.181.867	466.000	208,464	74965 (1411)
	SHIPA	IENTS		
	- 15	012	193	13
	Rail.	River.	Rail.	River.
	Cars	First	Cars	Feet
anuary	7,584		10,339	
Sebruary	0.200		11.219	
March	9.879		12.650	98 000
April	. 10,092	100,000	14,301	54.000
day	12,717	112,000	14.970	83,000
lune	13 137	72,000	13.180	64,000
July	12,666		12,655	38,000
August	13.305	157,000	12.729	107,000
September	11.168		12,729 12,762	161,000
October			11.998	121,000
November	9.203	37,000	11,998 11,730	
)ecember	9.910	70,000	11,218	
	-	1,		
Total	. 130,201	548,000	149,751	726,000

#### Baltimore Building Figures Encouraging

Somewhat contrary to expectations, the yearly report of Building Inspector Stubbs of Baltimore shows more construction work to have been done during the past year than in 1912. The gain amounted to not less than \$1,500,000 in round numbers, proving that the local trade was better than had been supposed or might be inferred from the statements of lumbermen who found that they were not making profits. In a general way the trade has not been remunerative, the competition among the local yards for orders having been so keen that margins were frequently sacrificed for the sake of getting contracts. This was illustrated not long ago when bids were invited for a piece of work that called for a million or more feet of lumber. Some of the largest and most enterprising firms in the city declined to bid on the order, for the reason that they knew it would be taken so low as to leave nothing in it for the man who got the contract. It has happened frequently that the local yards have taken orders for liberal quantities of lumber at prices which could not net them anything like a fair profit. In addition, the successful bidders assumed considerable financial risk. Some members of the trade have come to the sensible conclusion that they had rather not get the business than take it under such conditions. They have determined that the time has come to stop doing business for the mere love of doing it. In the year 1912 not less than 53,079 perants were issued for new buildings, add one that of closes I is the conset of the improvements of the STI 177-171, where it is a the control of the critical of the second II.324, one of the critical of the second II.324, one of the critical of the control of the story dwellings, of which not less than 2.322 were creeded in the course of the year, at a cost of \$3,500,000. The Johns Hopkins University came next with a building, the first of the group to be creeded at Homewood, costing \$500,000. There were eighty-two manufacturing establishments, valued at \$2,345,000, while two-story frame dwellings to the number of 107 accounted for \$147,470, and thirty-seven three-story brick dwellings for \$249,866, while two private conditions of the course o

	1913	1912
January	.\$ 780,402	\$ 601,600
Februaria	656 234	675,750
March		922,025
Aptro	5037,922	978,698
May	. 2,120,621	770,299
3 13111	990,585	604,000
July	. 686,866	907,367
August	. 980,153	1.160,475
September	. 946,933	661,501
October	. 1,045,266	965,465
November .	750,005	984,165
December	. 667,669	1,111,700
Total	811.711.501	810,385,842

#### Car Statistics

The last bulletin on car surpluse, and shortages issued by the American Railway Association gives further evidence of the slackening of trade during December.

On December 15 the total surplus of cars was 107,513 as against 67,466 on December 1; 50,659 cars on December 31 and 190,521 cars on January 1, 1914. The surplus December 14, 1912, was 26,614.

On the other hand the shortage on December 15, 1913 was 5,968 as against 10,212 on December 1, 33,601 cars, December 31 and 1,671 cars on January 1, 1914. The shortage on December 14, 1912, was 61,006.

#### Wood-Using Industries of New York

The New York State College of Forestry has sent out advance notices of the publication of a report on the wood-using industries of that state. The annual use of wood for the year covered by the report amounted to 1,750,000,000 feet, which is surpassed in quantity only by Illinois among the states, as far as available statisties show.

This is only the wood which is manufactured into finished products, and does not include that used in its rough form. The report was compiled through the cooperative work of the College of Forestry at Syracuse and the United States Forest Service. The field work included visits to many factories in the state where commodities are made in sizes and of kinds ranging from the toothpick and the shopeg to the railway car and the ship.

New York spends about \$55,000,000 for wood every year and only thirty-one per cent of this amount is paid for wood produced within the borders of the state. With a wast area of from 12,000,000 to 14,000,000 acres out of a total of 35,000,000 acres better suited to forest crops than to anything else it is claimed that the state will produce practically all of the lumber and other forest products needed when it practices forestry on these forest lands.

Surprising quantities of wood are being used in such unusual articles as wooden shoes, wood fibre plaster, toys, novelties, spools, all sorts of handles, etc. One of the attractive things brought out by the report is that slabs and waste material formerly burned up or left to rot in the woods are being used in many effective ways such as making of toys and other small articles and acid and other chemical products.

#### University of Wisconsin to Open Ranger Course

The University of Wisconsin announces that a forest ranger course has been inaugurated beginning January 5, 1914. The course will be under the direction of A. M. Cook, formerly connected with the United States Forest Service as supervisor of the Arapahoe National Forest, Colorado. The faculty of the school will be Charles R. Van Heiss, president of

The faculty of the school will be Charles R. Van Heiss, president of the university; A. H. Russell, director of the department of agriculture; E. M. Griffith. state forester; A. C. Burrill, fish and game; L. R. Jones, in charge of plant pathology; Abby L. Marlatt, in charge of home economics; F. M. White, in charge of agricultural engineering; J. C. Saunders, in charge of economic entomology and nursery inspection; A. R. White, in charge of field surveying.

The reason the university has established the course is for the purpose of offering elementary courses in forestry, and also to give the course to long and short term students in the study of woodlots, and especially in the care of timber woodlots.

#### A New Swage Shaper

A new swage shaper for band, gang, and circular saws has recently been put on the market. The engraving herewith shows an outline of the shaper, and the new and important features are briefly described as indicated by letters.

The base (A) is made of the best machine steel and is so designed as to furnish the greatest strength and durability, and is guaranteed not to break.

The tooth gauge holder (E) straddles the saw and holds the tooth stop exactly central over the swaged point. It is mounted on a cross slide which permits the tooth stop to free itself from the stationary jaw as soon as the clamping screw is released, thus furnishing the same advantage as a right and left hand screw, and assures a uniform movement of both dies against the tooth, and entirely overcoming the objectionable features of the stationary jaw.

The tooth gauge is made in two parts. The upper part (H) lies flat on the back of the swaged point and acts as an anvil; the lower part (I) is a straight bar, the end of which may be filed or ground to meet the size of swage die, and clear the extreme point and also gauge the tooth from the root of the swaged portion, at the same time it prevents the destruction of the swaged point in shaping.

The tooth gauge can be instantly removed or replaced for inspection and re-fitting by slightly loosening the set screw (W) and opening the clamp screw a full turn, then the tooth gauge will drop out, between the

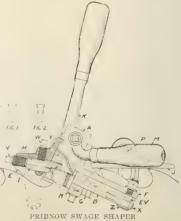
jaws on the under side of the shaper. It can be replaced in like manner. The clamping screw has a quick acting double thread and works on the extreme end of shaping jaw. This furnishes the greatest power at the required point and with the least friction.

The back rest (J) rests on two teeth and can be instantly adjusted for either band or circular saw, and the shaper set at such an angle that part (H) of tooth gauge fits the various angles of tooth points perfectly.

The shaper is so balanced that the tooth stop comes in contact with one tooth at a time only, which makes it very convenient to shape short or damaged teeth.

The shaping Jaws are fitted with a double lever working point, as shown at (G) for the maintenance of which a grinding gig is furnished with each shaper. Figure 1 shows the front view of a shaped point and Figure 2 the back view.

The extreme cutting point has greater taper and the intermediate section has a lesser taper at the angle the shaper is adjusted on the saw. The swaged point is tapered downward and backward. leaving the cutting edge the wider. The extreme point does the cutting, while the inter-



mediate section clears the kerf for the tooth to follow, also giving a stronger support for the cutting corner. It stiffens the point and prepares the stock for resawing, which is otherwise wasted in grinding or dressing the teeth to maintain the desired shape.

This swage is known as the Pribnow swage shaper and E. C. Atkins & Co., Inc., Indianapolis, Ind., are sole sales agents.

#### Two Thousand Trees to Trade

The giant sequoias of California, commonly known as "big trees," are now all fairly safe from the lumbermans's ax except one grove which is said to contain 2,000 large trees, some of them twenty feet in diameter. These are privately owned, and the owner is converting them into lumber and waste as fast as possible. A sawmill is at work in their midst, and unless measures of relief are prompt, there will be nothing to save. This is the most southern of the groves of this species.

The United States Forest Service has offered to trade an equal quantity of sugar pine, white fir, yellow pine, and incense cedar for the sequoias, and popular sentiment is exerting itself to induce the owner to accept the offer. The prospect is good that the trade will be made and the venerable trees saved. They are no more valuable for lumber than are the pines around them; but their sentimental value is beyond measure. Some of the trees of that grove already felled for lumber were from 2,000 to 3,000 years old; and doubtless some of those remaining are of equal age. It is earnestly to be wished that satisfactory arrangements will be made to set them aside for the enjoyment of people for generations to come.

#### A Band Cut-off Saw

The band cut-off machine, designed by Butterworth & Lowe of Grand Rapids, Mich., is intended for cutting logs and timbers into short lengths for shingles, staves, heading, tubs, pails, veneer and basket stock, wood pulp and cord wood. Its chief advantages over the old style cut-offs are that it does not require any special foundation, as is the case with the stroke drag saw. It can be bolted down to an ordinary floor, or to a boat or skids, if to be used in the woods. It can be driven with from

one-fourth to one half the power reprod by other machines. It is claimed that it does more and better work, and with much less waste than other styles.

It should not require any argument to prove to a practical man that a thin band saw, travelling at high speed, and in one direction only will cit much more rapidly than a heavy circular or stroke drag saw, requiring but a fraction of the power, and do better work, make nicer, smoother cuts, with much less waste. According to users' reports it does equally good work in hard and soft woods. It has been in general use for upwards of ten years, giving excellent satisfaction.

It is said that the larger sawmill people have been prejudiced against this band cut-off machine because it is a very light machine as compared with the general run of sawmill machinery, thus giving them the idea that it would be expensive to keep up and possibly impractical. While it is true that the machine is of light construction the same comparison might be made between it and the heavy drag and circular saws as between the old fashioned bicycle weighing fifty to one hundred pounds, and that of the modern machine weighing twenty pounds. While the latter would not stand the same abuse, it will take its rider three or four times as far in a given time and require much less power to accomplish this. There was undoubtedly a strong prejudice against the band sawmill when first put on the market and yet today practically all up-to-



AN EXCELLENT BAND CUT-OFF SAW MADE BY BUTTERWORTH & LOWE, GRAND RAPIDS, MICH.

date sawmills are equipped with band sawmills, and the superiority of the band cut-off machine over the old style cut-offs is claimed to be much greater than that of the band sawmill over the old style circular mill.

There was once much prejudice against band saws run on a quarter twist, and not without reason; but the prejudice has been overcome by numerous examples of successful operation of such saw. Hardwood operators are the users of a large percentage of these saws. They are found in veneer, package and basket plants. The manufacturers have on file numerous testimonials from users, many of them claiming a capacity double or treble that of old-style drag saws and circulars, and that the upkeep is very small in comparison with the kind and quantity of work done.

#### The Development of Forestry

According to a card recently issued by the New York State College of Forestry, forestry in the United States was first in evidence in 1876 when a forest agency was established in the Department of Agriculture. For the first decade or two, owing to limited funds and lack of public sentiment, little apparent progress was made, but a strong foundation was being laid. In 1891 lands were withdrawn from the national domain to be used as forest reserves, and this policy has been followed by the succeeding presidents and at this time there are 190.000.000 acres within the national forests, having a cash value of \$2.000.000,000. This enormous resource owned by the people of the United States is being administered by the Forest Service with the idea of the freest possible use. Illustrative of the truth of this policy, in 1912 the national forests supplied fuel, fencing, etc., to 40.000 residents, while timber sales amounted to

\$1,600,000. Forty-five thousand owners operated claims within the national forests. Cities and towns numbering 1,175 and 324 water power and irrigation projects got their water from streams arising in the national forests. Sheep and cattle to the extent of one-sixth of the meat supply of the United States graze within the boundaries of the national forests and 600,000 people use the national forests as a recreation ground. This is surely direct evidence controverting the statements emanating from those opposed to the national forest scheme to the effect that such forests the national crimber and grazing grounds.

#### Jerusalem's Timber Trade

Jerusalem and "the mountains round about Jerusalem" have a small, interesting timber trade, although the largest place of "timber" sold seldom exceeds in size a paper knife, jewel box, or a cup or goblet. Most of these are classed in trade reports as curios and religious souvenirs. The number of tourists who visit Jerusalem is supprisingly small, considering the fame of the city. The number last year was 4,895. Most of these tourists carry away souvenirs with them, and two materials prevail—mother of pearl and olive wood. Last year religious souvenirs were sold to the value of \$107,063. Those purchased in Jerusalem and enryled away in the baggage of tourists were not counted.

Sometimes the Jerusalem olive wood is a subject of inquiry as to exact species. Most of it is doubtless the genuine article cut from old orchards of Palestine, but the claim has been made that some of it grows in Florida, although the direct proof appears to be lacking. The claim is jounded on a report circulated some years ago that contractors were buying the trunks of orange trees in Florida, which were killed by the severe freeze nincteen years ago, and it was said that the wood was to be shipped to Palestine for manufacture into "olive wood"

Palestine imports less than 1,000,000 feet of lumber a year, not counting railroad ties and other timbers. An old line has been in operation there several years, and new lines are contemplated. All timbers for railways are imported. Little wood is used in the construction of houses. The largest item is the wood brought in to supply orange boxes. Most of this is imported from R numaria.

#### Woodworking Machines in Germany

A report by Consul General Robert P. Skinner, at Hamburg, Germany, says that American woodworking machinery has not made quite so much headway in Germany as metal-working machinery, there being a good many German devices on the market which have the advantage of being constructed to suit peculiar German requirements. About one year ago the students in the Biltmore Forest School visited Germany under the direction of Dr. Schenck and in the course of their tour inspected the plant of the leading manufacturers of woodworking machinery in this country, at Offenbach on the Main. On that occasion the head of the firm explained that the difference between American and German machinery of this class resulted from differences in economic conditions in the Old and New World. American machinery is built to save labor, whereas German machinery is built to save lumber and power. German machines frequently are combination machines, useful for a variety of purposes in quite small shops, while American machines more commonly perform a single operation rapidly and efficiently and are usually installed in large shops. While American manufacturers specialize as a rule, German manufacturers are expected to turn out every sort of a machine necessary for preparing wood for the market.

#### Red Oak on Cutover Land

Cutover lands in some of the central Appalachian regions are surprising their owners by the rapidity with which they are growing in value. Ten or twenty years ago the white oak was cut from large tracts, and the red oak was left and was considered of little value because most of it was small. The cutting out of the large timber stimulated the growth of the small, and the red oak has increased so rapidly in size that within a few years a second profitable lumber operation can be carried out on the same land. Red onk grows rapidly, and small timber becomes merchantable in a surprisingly short time, on areas which are so fortunate as to escape severe forest fires.

### Hardwood News Notes

### -----≺ MISCELLANEOUS ≻----

The St. Peter Furniture Company of St. Peter, Minn., is reported as out of business.

Taylor W. Granville has started in the wholesale lumber business at Asheville, N. C.

The Plymouth Chair Company, Plymouth, Wis., has increased its capital stock to \$30,000.

The Worcester Lumber Company, Chassell, Mich., has increased its capital to \$5,000,000.

James & Mayer Buggy Company at Lawrenceburg, Ind., has become an involuntary bankrupt.

### Fine Hickory For Sale

rither in the lies. As A common and up or over 3 and for fact in the star processor, a constant to radioad. I have a Rite to Character 23 cents.

L. FOOT, Canton, Mississippi

#### OUR SPECIALTY - CRATING STOCK

GUM, MAPLE AND OAK PLANING MILL FACILITIES

M. E. Leming Lumber Co. CAPE GIRARDEAU.

# Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

# eneers

IN SAWED AND SLICED OUARTERED WHITE OAK AND OUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEP-TIONALLY GOOD.

Louisville

Kentucky

### Saline River Hardwood Co.

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- ¶ We offer to the trade a remarkably SUPERIOR lumber product.
- ¶ Our TIMBER is virgin forest growth of the highest
- ¶ Our MILLS are new and produce accurately manufac-
- ¶ Our LUMBER is all KRAETZER-CURED-treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- C Kraetzer-cured lumber will "stay where you put it."
- ¶ Dry kiln and oak flooring plant in connection.
- ¶ We solicit the inquiries and orders of critical and discriminating buyers.
- I For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

- The Kent Works of John Widd.comb Company, Grand Rapids, Mich. said to be reorganizing
- The Michagan Chair Company at Grand Rapids, Mich., has increased its capital stock to \$100,000
- The No Sac Gode Company has own an orporated at Galesburg, Bl., with a capital stock of \$50,000
- The Homer I Cutsanger Lumber and Veneer Company is reported to
- organizing at Little Rock, Ark Mayer Brothers Furniture Company, Cincinnati, O., has sustained an involuntary petition in bankruptcy.
  - The Bear Cre L Hardwood Company has been organized at Georgetown, with a apital stock of \$50,000,
- The Eureke Inculator & Furniture Manufacturing Company is reported
- as organized at Dinska Springs, Ark H. M. Wheeler of J. W. Wheeler & Company, Madison, Ark., has sold out his interest to William Pritchard.
- The Arpin Hardwood Lumber Company of Grand Rapids, Wis., has Increased its capital stock to \$600,000. The H. H. Hitt Lumber Company, Decatur, Ala., announces that its saw-
- mills are now closed for necessary repairs A. W. Seeley of Saginaw, Mich., is now operating in the lumber busi-
- ness as the A. W. Seeley Limber Company.

  The Convertible Automobile Body Corporation has been incorporated at New York, N. Y., with \$250,000 capital.
- The Concord Furniture Company has started business at Concord, Va.
- This company is incorporated with \$100,000. The Lyons Handle & Furniture Company has been incorporated at
- Lyons, Mich., with a capital stock of \$10,000. It is reported at Louisville, Ky., that the Voss Mantel Company has
- changed its name to the Voss Table Company. The Rising Sun Chair Manufacturing Company, Rising Sun, Ind., has been incorporated with a capital stock of \$25,000.
- Charles E, Lane, secretary of the W. S. Mercereau Lumber Company. Parkersburg, W. Va., has sold out his interest in that company. The Louisiana Handle Factory is the style of a recently incorporated
- company at Shreveport, La. The company has \$15,000 capital stock. The Standard Lumber Company, Helena, Ark., has been incorporated
- with a capital stock of \$25,000. The company will manufacture lumber. The Coppes, Zook & Mutschler Company, Nappanee, Ind., has been succeeded by Coppes Brothers & Zook, the Mutschler interests having with-
- L. F. Moore Carriage Company is the style of a recently incorporated concern at Knoxville, Tenn. This company will commence business with \$20,000 capital.
- The Medart Patent Pulley Company has been incorporated under that name at St. Louis, Mo. The incorporated company has \$350,000 capital. The Convertible Chair Company has been incorporated at Greenville,
- Tenn. The company has \$100,000 capital stock. Frank E. Christianson and Alfred E. Christianson, his son, started on January 1, 1914, in the business of inspecting lumber, their headquarters being Manistee, Mich. The firm name is Charles Christianson & Son and the concern has offices in the Manistee County Savings Bank building.
- This company will specialize in hardwoods. The Bell-Coggeshall Box Company, Inc., of Louisville, Ky., announces that on January 1 it changed its name to the Embry Box Company. This change was made to conform more closely with the names of those interested in the company. There has been no change in the officers, personnel or management of the company's interests.

#### -----≺ CHICAGO >------

- W. B. Burke, general manager of the Lamb-Fish Lumber Company. Charleston, Miss., was in the city on business during the latter part of the present week.
- H. T. Below of the Below Lumber Company, Marshfield, Wis., and H. C. Dow who represents that company with headquarters at Detroit, Mich., met at Chicago last week on business in connection with that firm's interests.
- R. W. Thompson, manager of the yellow pine business of the Hayden & Westcott Lumber Company, Chicago, married Miss Charlotte Hensel, 4914 Ellis Avenue on Christmas day. The couple will be at home at 5400 Dorchester avenue after January 15.
- D. W. Watrous, general manager of the Lansing Company, Parkin, Ark., spent several days during the holidays in Chicago.

  C. F. Lusk of the Nyc, Lusk & Hudson Company, Thorpe, Wis., was in
- Chicago for a couple of days last week.

  C. P. Crosby, Rhinelander, Wis., has been in the city for several days. The Stillwell, Moore & King Lumber Company, McCormick building, Chicago, has recently changed its name to the Stillwell Lumber Company. HARDWOOD RECORD acknowledges receipt of the following appropriate
- greetings of the season : A handsomely engraved folder of greetings from the Dennis Lumber Company, Grand Rapids, Mich., on the outside of which is the inscription
- "greetings," with the dates in gold letters embossed, 1913-1914. From the R. E. Wood Lumber Company, Baltimore, a most beautifully and highly artistic photograph showing a typical misty scene in the southern mountains. The softness and high artistic value of this scene is really remarkable.
  - From the Garctson-Greason Lumber Company, St. Louis, Mo., a

enend with the transfer of the country of the count

Read Bank & Co Bay Co Mi art is selland careful slowing

Windred is to titl 1 . ), it, . I had not not by too t Brown & Co. Proton And

Hoft an Broth is Company 4 of W. Ind. have gotten out a rath . question along the basis to the of which is a paid containing six News of the company's plant of a fit and exterior. The photographs are clear and attractively arranged.

Charles K. Parry & Co., Land Title building, Philadelphia, have sent out their usual striking season's greetings in the form of a calendar. This year's picture depicts King Arthur's Castle of Cornwall. The original parating was by Moran

The Skillman Lumber Company has followed out its idea of issuing a

monthly calendar, and under the picture of each is a suitable verse.

The Sun Lumber Company, Weston, W. Va., has presented a very unusual photographic scene representing three-forking roads under a beautiful canopy of symmetrical forest trees. The scene is very inviting to the equestrian.

Tickle, Bell & Company, Liverpool, Eng., have used one of Thomas Moran's most noted works entitled "The Golden West." This represents one of Moran's awe-inspiring bits of great American western scenery.

The Vestal Lumber & Manufacturing Company, Knoxville, Tenn., has confined itself to a sensible and attractive Christmas and New Year's greeting in the form of a plain white engraved eard with a sprig of green holly and red berries suspended above.

Louis Wuichet, shipper of California white pine and sugar pine, Chicago, has sent out to his friends a handsome leather bound memorandum book, which contains nothing but plenty of space in which to keep memoranda, and in the back is inserted a celluloid calendar for the year.

R. S. Bacon of R. S. Bacon Veneer Company, city, has taken care of his friends in a nicely gotten up pocket memorandum book containing a good deal of valuable information, plenty of room for memoranda, and also a picture of the company's large plant and method of pulling logs by logging boat at the operations of the Bacon-Underwood Veneer Company, Mobile, Ala.

Mitchell Brothers Company, Cadillac, Mich., has just issued an artistic stock list and booklet describing the product of the Michigan forests and the specific products of Cobbs & Mitchell, Inc., and the Mitchell Brothers It is profusely illustrated with handsome forest scenes, depicting specimens of the various species of trees found in the vicinity of Cadillac, which these interests convert into lumber.

E. C. Atkins & Co., Inc., the silver-steel saw people of Indianapolis, have started 1914 with an attractive monthly calendar which they have been issuing for some time.

The Three States Lumber Company, Memphis, Tenn., has issued an attractive pocket memorandum book.

Tickle, Bell & Co., Liverpool, Eng, have sent out to the trade a Christmas greeting in the form of a pretty blotter gotten up in different shades. with a painting of a typical English girl and the personal greetings of

Gilbert Y. Tickle and Ernest W. Tickle on the cover. Scatcherd & Sons, Buffalo, N. Y., have sent out their usual practical memorandum pad, which is surely always appreciated by those fortunate enough to receive it.

HARDWOOD RECORD acknowledges receipt of an attractive desk calendar from the Printing Art, a monthly magazine of printing and allied arts. The calendar is a fitting example of the high-class character of the publication in question.

The M. Rumely Company formerly at Laporte, Ind., has established general offices in the Commercial National Bank building, Chicago,

The Aamax Cabinet Company of Chicago is involved in an involuntary petition in bankruptcy.

The Kinzie Manufacturing Company of this city is in the hands of a creditors' committee.

The H. P. Nelson Company of Chicago has increased its capital stock to \$1,250,000

Wyman's School of the Woods, Munising, Mich., has issued an attractive and comprehensive catalogue showing the regular curriculum and purpose of that most excellent institution.

#### ——— ≺ NEW YORK ≻—

On January 1 the wholesale firm of Stone, Hershey & Gibson, Newark. was succeeded by Stone & Hershey. As indicated in the new style, this change comprehends the withdrawal of R. V. Gibson, whose interest was bought by Mr. Hershey. The firm will continue in the same lines as

R. V. Gibson is working on future plans for continuing in the wholesale lumber trade and will handle hardwoods, hemlock and Idaho white pine.

The committee in charge of the annual dinner of the New York Lumber Trade Association is working hard on the many details, and everything points to a good attendance at the Biltmore, February 19. The Biltmore is New York's latest offering in the way of hostelries and has everything that a good hotel should have. The lumbermen will be almost the first to engage its banquet hall, on the twenty-second floor, said to be the finest

The H. Herrmann Lumber Company and the Herrmann Furniture Company have moved offices to Fourth avenue and Thirty-second street.



### CINCINNA Hardwood Manufacturers and Jobbers

CONASAUGA LUMBER CO. MANUFACTURERS HARDWOOD AND PINE FOURTH NATIONAL BANK BUILDING

Johns, Mowbray, Nelson Company OAK, ASH, POPLAR & CHESTNUT GUM AND COTTONWOOD

C. CRANE & CO.

MANUFACTURERS HARDWOOD LUMBER 1739 EASTERN AVENUE

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE-CLAY CITY, KY.

RIEMEIER LUMBER CO.

POPLAR. CHESTNUT OAK. SUMMERS AND GEST STREETS

E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS GOERKE BUILDING

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK Sales Office-South Side Station-C. H. & D. R. R.

JAMES KENNEDY & CO., Ltd.

OAK, POPLAR AND OTHER HARDWOODS FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schlever Co. WALNUT, OAK, AND OTHER HARDWOODS 103-4-5 CAREW BUILDING

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

### YOU SHOULD BE INTERESTED

in a proposition we can make you on 4'4" Common Quartered White Oak, if you use this stock

This Oak is mild texture, dry, equalized and trimmed and shows a very handsome, "flakey figure.

Let us tell you what we can do for you on this stock. Write today to

THE M. B. FARRIN LUMBER CO. 

### THE GLUE THAT IS APPLIED COLD -



### In Flush Veneered Doors

The chief consideration is uniformly high grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

#### A DOOR MAKER SAYS:

McCleary, Wash., 9/30/13.

Perkins Glue Co.

South Bend, Indiana.

Dear Sirs:—It is now about a year since we added a veneer door department to our operations. Deciding on the glue which would give the best results, we con-sidered the most important matter in connection with sidered the most important matter in connection with this new department.

ints new department.
Investigation convinced us that your product was the
one we wanted in order to turn out the most dependable
doors and panels and it has been gratifying to find that
it has given us low cost as well as superior quality.

Yours truly,

CHEHALIS FIR DOOR CO. GJO-BB By Geo. J. Osgood.

Perkins Glue Company Originators and Patentees

805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

c. W. Mannaia, who, exaler of bardwoods and veneers, returned recently from a trap through New England. He reported dull conditions in that

The Woodbury Foster Lumber Company, recently organized by E. S. Poster of New York and W. H. Woodbury, Asheville, N. C., has just incorporated. Mr. Foster reports good progress and says the yard at Asheville is now uppied with a time assortment of southern hardwoods espeeally the that. In addition to the hardwoods the company handles vellow pine and cypress.

A. N. Milne has withdrawn his interest in the Milne Brothers Company, 18 Broadway, and the Milne-Savidge Company, Boston, and formed the Milne Lumber and Manufacturing Company at Grand Central Terminal, The new concern will make a specialty of hardwoods and has

excellent mill connections.

Maj. Everett G. Griggs, Tacoma, Wash., was a prominent lumberman visitor in New York last week. Major Griggs was just back from a long trip to Europe, where he made a tour by motor. He views the outlook

-----≺ BUFFALO >=

The lake lumber receipts of 113,735,000 feet last season show a falling off of about eleven per cent from the previous year, but were nevertheless ahead of 1911 by several million feet. For some seasons the people who have brought considerable hardwood lumber into Buffalo by lake have found mill prices on it so high that they have stood out of the trade pretty nearly. Last year seems to have been more unfavorable than former years. One concern that bought a tow on purpose to assist in this traffic scarcely brought anything at all to its own yard and chartered the vessels out to other parties, all because the East will not pay upper-lake prices for hardwood lumber.

O. E. Yeager will attend a meeting of the trustees of the National Hardwood Lumber Association at Chicago on January 13. He states that Buffalo will make every effort to get the June convention.

T. H. Wall and George Repp of the Buffalo Hardwood Lumber Company, are spending a couple of weeks in Tennessee and Alabama, looking over mill stocks

H. A. Stewart has returned from the Pacific coast, where he recently went on a trip of inspection. He reports that all the lumber interests there are looking for a boom in the spring.

Hugh and R. D. McLean spent New Year's at their old home at Thurso, Que. The former will take a trip this month to the McLean hardwood mills in the South.

The National Lumber Company reports a pretty good demand for the middle grades of maple flooring and oak flooring is also selling fairly well and flooring generally holds firm in price.

W. P. Miller of Miller, Sturm & Miller, spent a week this month in Ohio and Pennsylvania, looking after hardwood stocks. The yard has a good amount of hardwood lumber coming in,

The Erwin Lumber Company, of which George A. Corson is president, is completing a lumber railroad at Erwin, Tenn., which will be finished this month. The company's tract is well covered with various hardwoods

Davenport & Ridley are getting in hardwood stocks from Pennsylvania and report trade as fair. Business is expected to pick up a good deal during the present month.

Anthony Miller reports the hardwood trade as rather quiet this month, but a fair amount of various stocks is being called for and the yard has its usual good assortment.

#### ———≺ PHILADELPHIA ≻——

J. Randall Williams of J. Randall Williams & Co., says business for the whole year has totaled up fairly well, but as to outlook considerable adjusting to fit the changed tariff and currency bill is necessary before a reliable pronouncement can be made upon future trading.

J. T. Robinhold, secretary and treasurer of the Woodland Lumber Company, says business for 1913 panned out better than was anticipated.

Buying will continue to be conservative until spring.

H. G. Parker of Rayner & Parker, reports very good trading the first eight months of the year, but a falling off in the last four months; the total, however, exceeds that of 1912.

W. S. W. Kirby of the Kirby & Hawkins Company, testifies to a fairly good year, and a promising outlook for 1914. If the railroads succeed in getting the increase of five per cent on freight rates to which they are entitled, they will undoubtedly come into the market for heavy supplies, and spend millions of dollars in improvements.

Samuel H. Shearer of Samuel H. Shearer & Son, says business for 1913 has held its own, and prospects are for a more robust activity in the spring.

William P. Shearer has gone to Atkinson, N. C., to look after affairs at his company's planing mill.

Samuel B. Vrooman of S. B. Vrooman & Co., Ltd., states that 1913 was the best year in the history of the concern. Things are comparatively quiet now and the outlook is uncertain.

J. Elmer Troth of the J. S. Kent Company, reports a very fair year in spite of the numerous obstacles with which it had to contend. The company is hopeful as to outlook.

John W. Coles has no complaint to make over last year's trading. There have been interruptions but the average business has been fair. He anticipates enlarged trading with the opening of the spring season

If C Magruder, formerly manager for the Patton Company, is now established in the wholesale business for himself with office at his residence, 46th and Walnut Streets

Joseph P. Comegys of the Barker Bond Company New York and Philadelphia, has been appointed receiver of the business of Harbert Russell A Co., carried on by Frank and George R Bayle. Auction sale of the stock of lumber was held on December 30, realizing about \$2,000. Mr. comegys is unable to tell just how much the creditors will realize, as he is not yet in possession of the books and some personals.

E. B. Humphreys of Harry Humphreys & Co., Camden, N. J., says 1913 has averaged up fairly well with 1912. Business is quiet just now and nothing reliable can be advanced as to outlook,

The annual meeting and banquet of the Philadelphia Wholesale Lum ber Dealers' Association was held on January 8.

Joseph P. Dunwoody, the popular lumberman, is now associated with the selling department of W. H. Pritz & Co.

The Independence Lumber and Brick Company, Atlantic City, N. J., was

chartered under New Jersey laws, December 22, with a capital of 825,000 Fire visited the showcase factory of John J. McCloskey, December 27, causing damage of several thousand dollars.

John C. Kelley, a veteran carriage builder, died on December 24, aged secondy years. He was a descendant of a family of carriage outlders which in Colonial days built a vehicle for George Washington,

A are in the Penn Upholstered Furniture Factory, on December 28 caused a damage of about \$2,000,

### ────≺ PITTSBURGH ≻───

The Pittsburgh Industrial Dev lopment Commission has secured for Pittsburgh the Fort Pitt Box Company which will be located at Etna, a North Side suburb. It will manufacture whisky cases, soap boxes, etc., and will employ 100 men and 50 girls and women.

The Foster Lumber Company has added to its force David Frampton, a well known millman of western Pennsylvania, who will take entire charge of its mill operations. The company now has sixteen mills cutting its own timber and is getting out a big lot of oak and railroad stock.

C. E. Breitwieser & Co. have secured J. A. Walton, formerly manager of the Standard Lumber & Planing Mill Company, and will handle the Standard stocks which are manufactured at Elkhurst, W. Va. It will make a specialty of oak flooring.

The newly organized Dailey & Allen Lumber Company, has got into full running gear in its office on the ninth floor of the Farmers Bank building. Both members of the company are in the South this week buying lumber.

H T Lincoln formerly of the old firm of Remis & Vosburgh has been for the past year a partner in the Gibson Lumber Company which is making fine hardwood lumber at Masontown, W. Va., on the Morgantown & Kingwood Railroad. The company has a five year cut of splendid timber on the Cheat River Gorge.

The Babcock Lumber Company has secured S. E. Coons, formerly sales manager of the Pocahontas Lumber Company of Brookville and Vener, W. Va., to succeed J. B. Mitchell in its sales department, Mr. Mitchell having gone to the Hamilton Ridge Lumber Company where he will be saics manager at Richmond, Va. The Babcock Company has also added G. P. DeWitt, a well-known wholesale lumber dealer of Philadelphia, who will be in its sales department.

The Acorn Lumber Company, through its president, H. F. Domoff, brought back some splendid orders recently from eastern and northeastern territory. It makes a specialty of catering to the manufacturing trade

In that part of the country.

The Aberdeen Lumber Company has got business in the cypress depart ment well under way and will have a strong selling organization. Its president, J. N. Woollett, is thoroughly familiar with all the southwestern stocks and has already made a notable success of handling cottonwood and gum.

#### ────≺ BALTIMORE ≻

Among visitors here during the holiday week were F. L. Winchester, Champion Fibre Company, Canton, N. C.; Bert Crockett, Allen & Crockett, Black Mountain, N. C.; Mr. Dickey, Dickey & Campbell; C. J. Diebold, Forest Lumber Company, Plittsburgh; Mr. Chambers, Kendrick Lumber Company of Plittsburgh, and Irwin Clark, the Boice Lumber Company, Riehmond, Va. Some were on their way home to spend a part of the holidays, while others had been at headquarters and were making a midholiday trip. All reported quiet, as was to be expected.

Edward Healy, who represents John L. Alcock & Co. in West Virginia. with headquarters at Charleston, has gone back to the field of his activities after a brief vacation spent at home over Christmas. Mr Healy stated that toward the end of the year things had quieted down,

though prices were fairly well maintained.

Two of the field men of Richard P. Baer & Co. were also in for the holidays. One of them was C. E. Williamson, a former Baltimorean, who represents the firm in Ohio and adjacent territory, making his headquarters at Columbus, and W. W. Wilhelm, who is located at North Wilkesboro, N. C., where the Giant Lumber Company conducts operations. R. P. Baer & Co. handle the output of the Giant company and Mr. Wilhelm stays on the ground to look after matters. Both visitors have once more gone back to their regular work



### Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best for-eign houses are taking up my logs on my own recommendation.

My supply enables me to fill orders of any size in carload lots without delay.

### Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured walnut in long wood and stumps contains only the choicest in figure and curl that can be

All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for the knife.

Youwill lose nothing by trying me on your next inquiry.

> FRANK PURCELL = Kansas City, Mo., U.S. A.

### MATHEWS STANDARD Gravity Lumber Conveyer



Made all steel, ball bearing rollers, eight foot sections, easily cover which lumber flooring, dimension stuff, etc. will travel on a four per cent grade. Adjustable tacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten years.

Prices quoted on receipt of information as to lengths and widths of maternals, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.



### **OUR SPECIALTY** St. Francis Basin Red Gum

WE MANUFACTURE

### Southern Hardwoods ---- Gum. Oak and Ash

J. H. Bonner & Sons

Mills and Office. QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

#### ARCHER LUMBER COMPANY HELENA. ARKANSAS

Manufacturers of

### HARDWOODS

SEND US YOUR INOUIRIES

We can furnish your entire requirements in Hardwoods

SPECIALTY - RED GUM OUR

## St. Francis Basin Hardwoods

100,000' 4/4" 1sts & 2nds Plain White Oak 100,000' 6/4" No. 1 Common Red Gum

Band Sawn

**Bone Dry** 

75 per cent. 14 and 16 feet long

PROMPT SHIPMENT

### Geo. C. Brown & Company

Proctor, Ark. 1 hour from Memphis on C. R. I. & P. Ry.

WE OFFER THE FOLLOWING

### **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum

75,000 ft. 6/4 Common & Better Red Gum

50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

INVERNESS. MISS HARDWOOD LUMBER AND LOCS

The West Visinia Littaber Company has been running its new mill at et vian W. Va. some twenty index from tharbstom, on the Chespoale & viante enloyed equilativ, though, of course, the plant was shut down over the besidays. The null is an eight foot band, of strictly modern design, and has been turning out about 40,000 feet of lumber a day.

It seems to be settled that no more wooden block pavements will be laid in Baltimore, the mayor and other municipal officials being opposed to that and of payment notwithstanding its advantages, ago the streets around the courthouse were paved with wooden blocks in order to deaden the noise of vehicle traffic, but as some of the streets have sharp inclines, they proved almost impracticable for horses in snowy weather. Even during rain storms horses would fall, and it became necessary to sprinkle sand or ashes during every storm. It is said that the city has spent \$1,700 a year for sanding such pavements.

#### =≺ COLUMBUS ≻=

J. E. Marquis, a lumberman of Marietta, O., is the inventor of a veneer drying machine upon which he has secured a patent. He will organize a company for the manufacture of the apparatus at Williamstown, W. Va.

F. B. Pryor or the W. M. Ritter Lumber Company says trade in hardwoods has been fairly active during the past fortnight. He says factories are the best purchasers at this time. Dealers have just completed their inventories and will soon be in the market. Prices are holding up very well in all grades and varieties of hardwoods.

J. W. Maybew of the W. M. Ritter Lumber Company is again confined to the hospital by illness

R. W. Horton of the Ritter company left early in January for a long

John R. Gobey of the concern bearing his name reports a fairly good demand for hardwoods, with prices holding up well in most particulars. He says the prospects for the future look very bright, J. W. Rogers a well-known lumberman of Hattiesburg, Miss., visited

wholesalers in Columbus recently. D. W. Kerr of the W. L. Whitacre Company left early in January on

an extended business trip in the South. J. A. Ford of the Imperial Lumber Company says trade in hardwoods

is as good as could be expected under the circumstances. There is a good demand for most varieties and shipments are coming out promptly.

Building Inspector Goodman of Akron, O., estimates that the cost of proposed buildings to be erected in that city amounts to \$2,250,000. A large number of new structures are to be erected on Main street. Among them are the new Union station, a new postoffice building and several business blocks.

A building boom in Columbus is on despite the general business depres sion which prevails. John A. Kelly, secretary of the Columbus Builders and Traders' Exchange, says that new buildings are projected which will cost more than \$8,000,000.

According to the statement of Inspector Dauben of the Columbus building department, permits issued during the year totaled \$5,508,400 which is almost \$1,000,000 more than the valuation for 1912. The year 1913 was the largest in the history of the department. The month of December was a record breaker as permits valued at \$432,550 were issued as compared with \$157,473 in December of the previous year. The total number of permits issued in 1913 was 3888 as compared with 2656 in 1912.

Collin Ford has been appointed receiver for the John Deitz Manufacturing Company of Cincinnati.

F. A. Keil of Dunbridge, O., has purchased a site in Bowling Green, O., upon which he will erect a planing mill and lumber sheds.

The Throop-Martin company of Columbus has leased the property at 130-140 East Chestnut street for offices and factory for its door and sash

A number of lumber concerns in Ohio are going to carry their own insurance under the Ohio workmen's compensation law instead of paying into the general fund a certain percentage on their semi-annual payrolls.

The Clay 'Tie & Lumber Company of Chillicothe, O., has been incorporated with a capital stock of \$5,000 to deal in lumber of all kinds and railroad ties. The incorporators are Harvey Clay, William R. Snyder, Lillian F. Snyder, Sallie S. Herrnstein and William Herrnstein.

The Harris Lumber Company of Dillonvale, O., has filed papers with the secretary of state increasing its capital stock from \$30,000 to \$75,000.

The Kinney Lumber Company of Orrville, O., has been incorporated with a capital stock of \$42,000 to carry on a general lumber business. The incorporators are Angeline Kinney, Eugene L. Kinney, Fred W. Kinney, Ralph A. Kinney and T. A. Kinney.

Upon the application of the Franklin Construction & Supply Company, made through its attorney, M. L. Bigger, Judge Frank F. Rathmell of the county courts, recently appointed E. N. Paul receiver of the Sciotio Box Company of Columbus.

The Benn Lumber Company is the latest addition to the lumber concerns in Cincinnati, the officers of the company, being Ben Rubenstein, president; E. O. Robinson, vice-president and F. W. Mowbray, secretarytreasurer. E. O. Robinson and F. W. Mowbray are members of the Mowbray & Robinson Company and are experienced and widely known hardwood men. Mr. Rubenstein is from London, England, and has represented the Great Eastern Timber Company of London, in this country for several years. The new concern will manufacture and deal in hardwood lumber. The bulk of this lumber will be exported.

#### — ≺ INDIANAPOLIS >—

Mr and Mrs Tred C Gatdner for  $\zeta$  on to Flouds for the wanter Mr Gardner is "reasoner of  $\Gamma$ " (Algen & C). The company of the Co  $\gamma$  - Rights From or Company, Gordland laws

By data operations in the city diding 1913 aggregated \$9,361,973 as emp tod with 80 150 107 in 1912. Substantial cause were made in

On the night of January 1, the planing mill of the Brookside Lumber loss was about \$13,000, partially covered by insurance. The mill will be

Part O. Brown, Suver for the Talge Mahogany Company, has returned from a SIX mount is trip to Africa Mr. Brown bought a large cargo of mahogany logs direct from the natives.

The resignation of Fred J. Trenck expert manager for E. C. Atkins & Co., has been aunounced. Mr. Trenck and his father, John W. Trenck, will engage in another line of busines

W. W. Knight of the Long Knight Lumber Company and Mrs. Knight have returned from a ten days' visit with relatives in LeRoy, N. Y.

The marriage of John H. Guy and Miss Gerda Schbelen of Laporte took place in New York City, December 31. Mr. Guy is financial vice-president of the M. Rumely Company. Mr. and Mrs. Guy will reside in Laporte.
With a loss of approximately \$100,000, most of the plant of the Indi

ma Veneer and Limber Company, Monon railway tracks and Twenty third streets, Indianapolis, was destroyed by fire on the night of December The fire, starting in the center of the dimension room is believed to have been caused by an incendiary. The southeast wing of the plant and the office, in a separate building, together with several piles of lumber and logs, were saved. The company makes a specialty of white oak veneer, and expects to rebuild.

The city officials have agreed to recommend the amendment of a section of the new building code that has aroused a protest from the hardwood interests and manufacturers of interior trim. As passed, the code requires metal doors, sash and trim in all fireproof structures, at the same time requiring all schools, hospitals and apartment houses three stories or mere in heighth and all other buildings more than one hundred feet high to be fireproof. The amendment will limit the requirement for metal sash, doors and trim above the one hundred foot line

#### ----**≺** MEMPHIS **≻**--

The annual of the Tight Barrel Stave Manufacturers' Association will be held here January 20-21. This is the first of the big conventions that will be staged in Memphis during the winter. The sessions will be held at the Hotel Chisca. It is expected that there will be about 125 delegates in attendance. Max Lowry of New Orleans is president of the association and E. H. Defebaugh of Chicago is secretary-treasurer. The annual of this association will be closely followed by that of the Hardwood Manu-Association of the United States, which will convene on January 21-22.

Lee Wilson, head of Lee Wilson & Co., prominent manufacturers and distributers of hardwood lumber, with headquarters at Memphis and milling interests chiefly in Arkansas, has bought for himself and associates about \$300,000 worth of the levee bonds authorized by the last legislature of Arkansas. This transaction is regarded as of more than passing importance for the reason that it places at the disposal of the St. Francis Levee Board sufficient funds to enable the latter to proceed with the strengthening of the levees under its control and the bringing of these embankments to a standard that will prevent breaks such as have proven quite disastrous heretofore. Lee Wilson & Co. and some of the other big hardwood lumber interests own extensive timberland holdings and conduct large milling operations in the territory protected by the levees in question, with the result that the importance of this movement is evident.

There has been considerable correspondence between the big lumber companies which were recently heavily fined by the supreme court of Missouri and ordered to leave the state, and the secretary of the Business The latter has extended to these companies a warm invitation to come to Memphis and make this their future home, dwelling at length on the advantages offered by this center. Secretary Tuther has further advised these companies that if they do not know enough about Memphis as a lumber center to satisfy themselves that this is the place for them to come he is willing to use the machinery of the club to compile such data as they may desire for their further enlightenment. That this invitation is being duly considered by some of these companies is quite evident from the letter received from the Lewis Warner Saw Mill Company of St. Louis, to the effect that "We will be sure to give Memphis due consideration, as we recognize its many points of advantage and as we are not unmindful of the pleasant features of the city's social life." The Business Men's Club will continue its activities in this direction until these companies have either located here or decided upon some other point as their future home.

E. H. Ewing, formerly manager of the E. H. Ewing Lumber Company, whose plant was recently destroyed by fire at Heber Springs, Ark., has made plans for the establishment of a wagon factory at that point, and this will be placed in operation shortly. Agricultural implements, too. will be manufactured. Earle Brice and Louis Thompson are associated

# Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

# Baker-Matthews Manufacturing Co.

Sikeston, Mo.

### Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM. PLAIN OAK SEND US YOUR INQUIRIES

# **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better Soft Elm

Mark H. Brown Lumber Company **Hardwood Manufacturers** Mounds, Ark.

Eleven Miles West of Memphis, Tenn.

# MILLER LUMBER CO.

Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shocks.

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

#### Bluestone Land & Lumber Company MANUFACTURERS

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock Band Sawed Stock RIDGWAY

MILL FACILITIES COMPLETE PLANING

PENNSYLVANIA



RED GUM SAP GUM COTTONWOOD

CYPRESS ASH

PLAIN OAK All Grades and Thicknesses QUARTERED OAK

We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

SOFT ELM SYCAMORE

# VANDEN BOOM-STIMSON LUMBER COMPANY

Mannfacturers Southern Hardwoods

Ash a Specialty

Memobis

Tennessee

### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP. DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE ENGINEERS

Clarence W. Griffith Department Manager. Memphis, Tenn.

# The Mossman Lumber Go., Inc.

### Manufacturers

plain and quartered red and white out, ash, gum and poplar, :: :: :: ::

ALSO FULLY EQUIPY DIMENSION PLANT 

M. Pariz har as hearenful tise, which will make use of ted and the second section of the second

M. I. Cupany Moretee Ark, is making preparations and the state of t er er er er at Monthe

#### → BRISTOL >=

1 R 1 W . I company of Bastamore has begun operation at Earharts, seven miles south of Bristol on the Virginia & Southwestern railway, where the company has purchased a large area of hardwood timber, constructed a logging railroad and erected a band mill.

The plant of the Briss . Power & Lemmor Company is crossed down for a first the annual taking of stock

Powell Brothers Lumber Company has purchased a tract of timber near Coeburn, Va., and will at once install a mill.

The Clinchland Timber Corporation, which a few weeks ago purchased an area of 23,000 acres of virgin hardwood timber in Scott county. Virhas begun cutting.

J. E. Wilkinson has purchased a large tract of timber near Chestnut He was here last week from Dublin, Va., arranging to install a mill and begin the development of the property. Managers of the Bristol offices of eastern hardwood concerns report a

good year's business and a splendid outlook for 1914.

A severe blizzard struck this section on the heels of the new year and still has it in its grip. As a result many mills are temporarily idle, but will resume operations as soon as possible.

Horace Guynn of Pennsylvania has purchased a 14,000-acre tract of hardwood timberland in Wythe county, Virginia, from W. S. Berger, Cumberland, Md., and will install mills for the development of the property. W. S. Whiting, Asheville, N. C., was a recent visitor on the Bristol market. He is doing an extensive wholesale hardwood business at Ashe-

The National Lumber Company, Concord, N. C., has purchased the properties of the Snow Lumber Company and will increase the output of

The Stone-Huling Lumber Company is installing new machinery in the large Wilkinson mill on the Southern railway in this city, which it recently purchased, and will put it in operation soon

The erection of lookout towers in the section of the Appalachian Forest Reserve east of Bristol has been begun by the government. The first tower has been completed and gives a view of the government lands for many miles. The purpose of the towers is to oversee the lands and prevent fire. They will be connected by telephones and in charge of govern-

The Dione Lumber Company of this city has begun operations in eastern Kentucky, where the company has purchased a good-sized area of hardwood timber. Irving Whaley has gone there to give his personal attention

### =< LOUISVILLE >==

Historia Care loard an adoress on The In one Tax" December 30, R. A. McDowell, a local attorney, reading a paper on the subject. The paper dealt principally with the mode of collection of the tax. The week before the club heard L. B. Finn, chairman of the State Railroad Commission, on the proposed bill enlarging the powers of that body, and so has been kept well informed of matters of current interest.

On account of the date being inconvenient for a number of its members, who had made previous engagements, the Louisville Hardwood Club was unable to accept the invitation of the Evansville, Ind., Lumbermen's Club to attend its dinner-dance January 6.

The office of G. D. Crain. Jr., secretary of the Louisville Hardwood Club, has been moved from the Keller Building to the Starks Building,

The Louisville police notified the lumber trade recently that a man giving the name of John W. Arnold had been operating in southern cities and defrauding lumbermen out of money advanced on bills of lading pursorting to represent lumber shipments, but alleged to have been forged. he company he is said to have attempted to represent is the Pico Lumber

Lumbermen learned with regret that the project to merge the comercial organizations of Louisville into one strong central body has been pandoned on account of the opposition of the Louisville Board of Trade. Legislation affecting the lumbermen, which will be considered at the

trrent session of the legislature, which began its meeting January 6. by of the State Railroad Commission; changes in the tax system; comalsory reports of accidents in manufacturing establishments, and regis-

Identify W. Hr. . In we to lump men on account of having presented local concerns in Interstate Commerce Commission cases, has een appointed attorney to the commission, effective January 1, and has Corner Car November 2, A. L. Norman of the Norman Lumber ComThe state of the s

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HIS A K STATE OF THE STATE OF T

#### ──≺ ST. LOUIS >

for the state of t

The Hooton Hardwood Lumber Company, has given up its offices in the Ways.

Here has the company as the Edward Street Stre

### ——— ≺ ARKANSAS >———

On December 27 the dry kiln and thirty-nine truckloads of lumber at the plant of the Pulaski Cooperage Company, one and one-half miles northwest of Little Rock, were destroyed by fire, entailing a loss of about \$10,000. The amount of insurance carried by the company has not yet been learned. It is said that the dry kiln will be rebuilt by the company at once.

among the coopers at Paragould has not yet been successfully terminated, as herstofore stated. Mr. McMahon states that he has been for several weeks attempting to bring about a successful termination of the differences between the strikers and the manufacturers, but without success. The former employees are now asking for an increase in wages as well as recognition of their union. Both of these the operators are refusing in the second of the seco

A few weeks ago forty criminal prosecutions were instituted in the cirtit court of Quachita courty. Camdon, Ark., against the Grayson Lumber Company, charging it with violating the provisions of the ten-hour law by working the employes at this sawmill for more than ten hours a day. These suits were dually compromised on January 2 by allowing the company of the com

pany's plant at Osecola, Ark., was on December 22 named as agent for company are at Piqua, Ohio.

the constitution of the attention of the past several general difference of the constitution of the consti

A K deschiege have to be a few plant has arrived. The company's plant was burned

ALL
THE YEAR
ROUND.

### Gum Oak Elm

COTTONWOOD
FURNITURE DIMENSION
SYLAMORE YELLOW FINE

### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend. Indiana

## The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL

# Northern and Southern Hardwoods

YELLOW PINE

Egit quart—9 gr I wery

WE WANT TO MOVE AT ONCE

50 M ft. S 4 1sts & 2nds Hard Maple

send us your inguines

WHITE PINE

75 M ft. S 4 No. 1 Common Hard Maple 5 cars 4 4 No. 3 Common Basswood

1 car 12 4 Log Run Soft Elm

# VENEERS

Your profes depend largely in economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected begs in Mahogany. Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

Fred W. Black Lumber Co.

2245 S. Crawford Ave.

Chicago, Ill.

# Northern Timber Price Record

1800—Specified White Pine, nothing to \$1 per acre. 1800—1819 White and Norway Pine, \$10 to \$75 per acre. Hardwoods, demand light at nominal prices, 1800—1819 White and Norway Pine \$2,50 to \$55 per thousand feet. A better call for hardwoods at higher prices. Light demand for hemlock.

1200—Write and Norway Pine timber 81 to 810 per thousand feet; hardwoods 50 cents to \$1.50 per thousand, hemlock, 25 to 75 cents per thousand.

1910—White and Norway Pine, grouped as "Northern Pine" \$7 to \$15 per thousand feet; hardwoods \$2 to \$7; hemlock \$1.50 to \$2.50.

Regardless of when northern timber was bought, it vielded the buyer a good profit.

The history of northern timber values is being repeated in other sections.

# James D. Lacey & Co.

Timberland Factors

Chicago, Ill., 1750 McCormick Building Portland, Ore., 1107 Spalding Building Seattle, Wash., 1009 White Building



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft, gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

about three a fear weeks ago, entailing a loss of about \$25,000, with no assurance. The building has been rebuilt and the new machinery will be bactalled at ones.

1. If I wing termetly manager of the E/H Ewing Lumber Company of Heory Specific Ack, whose plant was destroyed by the a low weeks ago, is now at the head of a new goneern that will establish a new industry at that city. The new company composed of Mr Ewing, Earl Brice and Lewis Thompson, has recently purchased the old Gardiner gin plant and proposes to convert it into a wagon and implement factory. The new industry will utilize the almost inexhaustible supply of white oak and other hardwoods in that section. The machinery for the new plant has been percensed and will be on the ground in a tew days, at which time the work of neithering it will be begin.

According to the report of the United States Census Burgan, Arkansas leads at the states of the Union in the production of red gum for the year 1915. The total number of feet for the United States is given at 694,260,000 feet, and Arkansas' part is placed at 211,920,000 feet.

It is said that the movement for the lumbermen's excursion, making a four of Arkansas and visiting the large mills of the state, is again to be revived by the Arkansas Lumbermen's Club. The plan now is to take the trip in the early spring. President C. A. Bushner plans within the next few days to appoint a special committee to look into the excursion project and arrange for the week's schedule. This trip will be participated in by both hardwood and yellow pine manufacturers, and through it they expect to gain much information concerning the other fellow's method of, operating mills. They will also devote a considerable part of their time and attention to colonization work and plans for selling cut-over timber-lands.

#### —> WISCONSIN ≺=

P. H. Roderick of Juda has purchased the branch lumber yard of the Heddles Lumber Company at Brodhead and will operate it in connection with the yard at Juda, having an assistant at the latter place.

The Kewaunce Manufacturing Company of Kewaunce is erseting a third story to one building and a fourth to another to facilitate the manufacture of furniture and wooden fixtures.

manufacture of furniture and wooden fixtures.

Peter Epley Wilson, manager of the St. Louis interests of Knapp.

Stout & Company, lumber manufacturers, from 1894 until the business
was closed in 1904, died at Menomonie on December 29. He was president
of the Wilson Land and Lumber Company, having charge of its St. Louis
business at the time of his death. He was also connected with the
St. Louis Lumber Company. Mr. Wilson was a former mayor of Menomonic. He was a son of the late T. B. Wilson, Sr., and a grandson of
Capt. William Wilson, founder of Knapp, Stout & Company. He leaves a
wife and two children, besides several brothers in business at Menomonfe.

William F. Rediske, secretary-treasurer of the Interior Woodwork Company of Milwaukee, has been nominated as candidate for president of the Builders and Traders' Exchange of Milwaukee. The election will be held Tuesday, January 13.

George Langley, one of the best known lumbermen and loggers in northern Wisconsin, married Miss Mayme Strickland, a prominent club woman and educational worker of Merrill, Mr. and Mrs. Langley will reside in Merrill.

The Wisconsin Retail Lumber Dealers' Association will hold its convention at the Hotel Wisconsin, Milwaukee, February 17 to 19. More than five hundred retail lumbermen from all parts of the state are expected. The officers are: Frank Bodden, Horicon, president; Albert Schaller, Janesville, treasurer, and Adolph Pfund, Milwaukee, secretary.

The factory of the Schoen & Walter Company, trunk manufacturers. Milwaukec, was threatened by fire when an adjoining structure burned. The fire department saved the plant after a hard fight.

The Wisconsin Woodworking Company of Two Rivers has received one of the largest orders for woodenware ever placed in this country. The order covers 57,000 dozen pails to be delivered during 1914. It will require sixty furniture cars to handle the product. The raw material, such as wire, heading material, bottom stock and staves, will require six hundred cars. J. F. Conant is at the head of the company.

The Wisconsin & Northern Railroad Company received a new engine at Shawano direct from Schenectady, N. Y. The locomotive is larger than any of the present ones, which was necessary on account of the increase in the size of the logging and freight trains.

The Northern Casket Company of Fond du Lac is making improvements which will include the erection of a third story to the wooden portion of the plant, the installation of an automatic sprinkler system to protect the entire structure against fire, and the installation of an automatic doverail glue joiner, the only machine of its kind in this section. The addition will be 60 by 120 feet and provide 7,200 additional feet of floor space. It is made necessary by the increase in the company's trade in solid mahogany, Circassian walnut and fine oak cabinets.

The Northern Floor Surfacer Company of Green Bay has recently perfected a machine for rubbing baseboards and wainscoting. The floor surfacing machine of the company has met with decided success and the new product will likely find favor. A machine has been shipped to Chicago, where it will be used on twenty miles of terrazzo base in the new Cook County hospital.

The Forest Service station maintained at Wausau by the United States department of agriculture has been closed and the machinery is packed for shipment. The electrical equipment, advertised for sale, as noted, has not sen sold because of the low leds. It will be strend at the feel st product I bounted at Magison let C. M. Naughton was in charge of the station

Growing out of a function of a contract and unput were designed. P. J. Pinch of Dansar and Conservation and the Managodis, St. Paul & For I Punch of Parison and Congressity, and the Managodies, St. 1965. A Society Ways record in the About the conditional Punch all less the record aboved white Society and all and the congressions which was a separate training of the form a secondary. The formal and ASTOCS the both H. Karsen Landers and ASTOCS.

The both H. Karsen Landers on the Tan Congression Security from additional ment to the woods to assist in the work of skildding logs.

to the parallel tracks on which they are hauled from the woods by steam. The method of logging renders the loggers independent of the season, as logs can be hauled as readily during the summer as during the winter. The system has even in the corresponding to the past two years and the compact decrease have proven very successful. With the old system or harting the easy on soughs with horses the company was required to employ a crew of some seven hundred men during the winter months. Now there are about 135 men engaged all year around.

Minneapolis, Merrill & Marinette Railway Company, a newcomer into the lumbering country of northern Wisconsin, recently noted as being organized has amended its intules of incorporation. The original articles provided for a line from M ii I northwest to Prentice the new terms

previding for a line from Merrill to Antigo.

The right of Indians who have been extended citizenship by the government to sell their land grants after the allotment on reservations and before the secretary of the interior issues the patents perfecting ownership is involved in a test case heard by Judge Geiger in the United States district court at Milwaukee and taken under advisement. The case is being conducted against August Anderson, a wealthy lumberman of northern Wisconsin. Many thousand acres and millions of dollars ultimately may be affected by the outcome of this suit, the first of its kind instituted by the government seeking to enforce return to the Indians without cost of all lands sold before issuance of the patents. In reclaiming the timberlands for the Indians the government will void the sales lumber interests. The case will likely find its way into the United States supreme court.

The Arpin Hardwood Company of Stevens Point has filed an amendment to its articles of incorporation increasing its capital stock from

\$300,000 to \$600,000.

The H. Barkow Company of Milwaukee has been incorporated with \$40,000 capital stock. The concern manufactures wagons at 195 Milwankee street. H. Barkow, Fred Barkow and William Barkow are named incorporators.

The Oberbeck Brothers Manutacturing Company of Grand Rapids has made a change in the firm name and will now be known as the Ahdawagam Furniture Company. The new name is a literal translation of "Two Rapids" into the Chippewa tongue. The change was made because of a reorganization of the concern and also to avoid errors in shipments and mailing of matter for this company, which often first goes to Grand Rapids, Mich.

The Gagen Lumber and Cedar Company, recently organized at Gagen, Wls., has purchased the complete sawmill plant of the Minneapolis Cedar and Lumber Company at Gagen. The purchase includes the townsite, saw and planing mill, steam log hauler and equipment, general store and timber stumpage. The concern has started logging operations and will begin operating the sawmill early in the spring. The mill and general offices of the concern are located at Gagen, and a Minneapolis office at 512 Lumber Exchange, Minneapolis, Minn. The company is incorporated for \$125,000 capital. The owners are William Miller and H. Hauser Minneapolis, Minn.; F. H. Piehl and R. C. Luedke, Gagen; and F. W. and W. F. Piehl, Seymour, Wis.

The Oconto Company at Oconto has a crew of twenty-five men at work in and around its big mill cleaning up in preparation to making extensive improvements. Old machinery is being removed and replaced by modern, and the capacity increased to facilitate the sorting and manufacture of lumber. William Beaudin is in charge of the work, which will require a large force of carpenters throughout the winter. The Holt Lumber Company has undertaken similar improvements, the crew being in charge of F. P. Ferguson.

The Keith & Hiles Lumber Company at Crandon will start up its sawmill within a few days. The mill has been thoroughly overhauled and improvements made. The company has had a large force of men in the woods for the past three months and has several million feet of logs ready to load on cars on the logging railroad.

The large new dry kiln of the Menasha Wooden Ware Company at Ladysmith, which has been completed for some time, is now in operation. Fifteen additional men are employed in this department.

The W. H. Rogers Lumber Company of Nashville has sold all the lumber that it will cut this season to Brown Brothers Lumber Company of Rhinelander. The Rogers company recently purchased five forties of timberland at Dry Lake, near its logging railroad.

The American Parlor Frame Company of Sheboygan has installed a new automatic sprinkler system in its plant. The work was done by the American Sprinkler Company of Cleveland, O.

The Hatton Lumber Company of New London closed down its big sawmill during the holidays for repairs to the mill and the log slip preparatory to the winter season's run. Except those employes who wished



at our new hardwood flooring plant. Our Specialty: Quarter-sawed White Oak Flooring
Thicknesses: 3/8" and 13/16" Standard Widths

Your Inquiries Solicited

Quick Shipments Guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND OUAR-TERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at Burnside, Ky. Williamsburg, Ky. Isola, Miss.

Sales Office Cincinnati, O.

# SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock. Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

# The Tegge Lumber Co.

**High Grade** Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

# **Start Somewhere**

No proposition can be accurately figured out unless a starting point is first established.

Did von ever encounter a man who professed that he was entirely satisfied with his lumber

Will not even the expert tell you that occasionally his lumber comes through his kiln just right—the next time it is too green—the next time it is too dry the next time that it is checked, warped or honeycombed?

There is a reason for it.

Usually it is not the fault of the dry kiln.

How can it be expected that woods of various texture, various thickness or at various stages of air dryness can be subjected in a kiln to the same heat, the same ventilation, the same duration of time and accomplish uniformly satisfactory results?

It is an impossible proposition.

START SOMEWHERE

Start with lumber that is uniform in texture and dryness through and through.

The solution of all lumber-drying difficulties is the employment of

# raetzer-cure

This is lumber treated with steam under pressure in the Kraetzer Patented Preparator.

Lumber that has been treated in this apparatus is fit for the kiln, whether it be 30 days old, 60 days old, or six months old; is delivered without check, split, stain, warp or other seasoning defects, and is of an uniform

and mellow texture and color.

This lumber can be satisfactorily kiln-dried in the simplest form of a kiln in one-third of the time that ordinary air-dried lumber requires.

The kiln will deliver this lumber as it received it. save for dryness

Its milling qualities will be vastly improved, as also its strength and elasticity.

The big loss in shrinkage will be avoided. Furniture or interior finish made of Kraetzer-cured, kilu-dried wood will hold its glue joints, stay where it is put, and the shrinkage and swelling, even under violent atmospheric changes, is almost nil.

It will take filler and even water stains without per-

ceptible raising of the grain.

We will cheerfully supply the names and addresses of all lumber manufacturers who employ the Kraetzer Preparator, naming the kinds of woods they produce.

Buy one car of steam treated lumber, handle it through your kilns and into your finished product, and you will be convinced that you cannot afford not to use Kraetzer-cured lumber.

The same desirable results can be achieved on ordinary air dried lumber with a Preparator as an adjunct to your dry kiln.

## The Kraetzer Company 537 S. Dearborn St., CHICAGO

to take a vacition during this time, the men were employed on other work while improvements were under way. With the opening of the mill both day and might shifts will be put on and provide many laborers with work throughout the winter.

A deal has been consummated at Fort Atkinson by which the James Manufacturing Company has taken over the wagon works of Landgraf & Wandschne der on South Water and Cooper streets. The James company only shortly erected a large addition, out it is again in need of additional room and so look or r the wagon works. The former owners will be connected with the James concern

Oshwosh humbering concerns have been closed during the usual annual period to make repairs and improvements and take inventories. Paine Lumber Company closed for a longer period than usual, with two-thirds of the empower laid off. The Diamond Match Company is planning a large interest addition approximately 65 by 110 test and four stories high. The R. McMillen Company is making improvements to its plant. The Foster Lothman Company is considering equipping its plant to

manufacture veneered doors. Work will be resumed in full force shortly.

The Wachsmith Lumber Company recently closed a successful and the longest season in the lustory of its mill at Bayfield. Eight steady months of work was the 1913 record.

## The Hardwood Market

#### =≺ CHICAGO ≻≔

Local lumbermen have not been able to determine in the tew days since the closing of the old year whether or not there is real justification in the optimistic predictions that were expressed in December regarding the new year's business. The situation continues to be quiet, but of course this is only the natural condition of affairs as in but few cases have the affairs of the consuming factors been entirely straightened out along the new routes and they have not been doing much within the last week or ten days even in current business on lumber for immediate use. The majority of the local trade, however, seem to think that the tone of the inquiries regarding stock is a little more favorable than it has been and are taking hope from this indication. It is impossible to tell of any distinct developments in the local market other than to state that the general tone is really favorable and the expressed opinion of the majority of local hardwood men is that within the next two or three weeks the condition of trade in Chicago will be noticeably improved.

### ──≺ NEW YORK ≻

Since the passing of the currency bill a hopeful, optimistic atmosphere pervades the business world, but at this writing there are less stable indications of improvement in the lumber market. There are few, however, who do not feel that better times are on the way, if not at hand, and a steady, slow return to brisk trading is looked and hoped for rather than a sudden rush of business. The money market, which has been so tight for the past half year, is sure to become easier, and with this a better building activity is bound to come, and consequently a better demand for lumber. Local yards report only a small volume of business, while the manufacturing trade is good, and bad, in sections.

Prices continue with slight change; ash is again active and firm, while chestnut and poplar saps are weak. The hardwood flooring market is off a little, but no great reductions are noted.

## ——— < BUFFALO >——

Hardwood dealers are hopeful regarding trade in the near future. although business just now is quiet, partly on account of the holiday and inventory season. As soon as these are over business will no doubt show improvement. The general business situation is not so good as it might be, but dealers feel that it has improved somewhat as the result of the passage of the currency bill. It is thought that large buyers will begin to take hold of lumber better than before the bill passed.

The outlook for hardwood trade this year is regarded as favorable, and dealers see no reason why business should not go ahead in good shape. Some of the lumbermen are predicting a brisker year than 1913 turned out to be, while others say trade will be about as good as it was then, but that buying will continue in rather small lots. All prophecies are for pretty good business and for a firm market. Not much change in prices is looked for. Among the chief woods in demand at present are maple, birch, oak and ash.

## ====≺ PHILADELPHIA ≻=

A suspended activity is always to be expected in the hardwood lumber business during the holiday season, and no especial effort will be made to get new business until it is over and the balance sheets taken off. Nearly all of the leading firms have called in their salesmen to celebrate the yuletide festivities with their respective families. Notwithstanding the pessimistic prognostications of an approaching panic for whch the changed tariff and the new currency bill should be responsible, now that these bills have really been passed and entered on the statute books, there seems to have immediately followed a relieved and distinctly optimistic attitude as to the outlook for 1914. Upon the ears of all broadminded

and constrainty merchants the problem of a financial occupies with its arms treading out for business destruction for harmoss. The get receive to muran working together spirit by the greatest good is rampoint, and a loopying advance is looked for oction the end of the first month of the new year. Many firms whose ment, deciminate or siss of talks according to the size of the meritages have on the totaling up of credit and death occurs for the which year its occuped to admit that the showing of 1913 First given according so the landwood situation both at not loud selling end is in year good shape. Whatever shading there is in a create work is transative to one instant conditions. Stocks however in the ensurer's market through the conservative boying during the last few months, are below normal and naturally will need replenishing their program and as the unit varies are not burdened with an overplus stock, the first tursh for goods will see an upward front in values all along the line. As there are a meaner of concerns which, in order to conduct the own stock before taking inventors, law made concessions, the questiones in this time word not on a time showing of the actumistic to which.

#### ───≺ PITTSBURGH ≻=

Hardwood men ware seldom an better shape to take advantage of the rise in market prices than now. Stocks are low and yet lumber can be ought from the units in profity good supply it for spring delivery. Nearly all the hardwood mills in tri-state terrifory are working practically full land of Manmachures who use hardwood have very titule stock on band. There is a feeling all around that business will be better, especially if the railroads get their advance in freight rates and this means that the hardwood men are going to come in tor a harvest.

#### 

For the present there is little to be said about the hardwood trade, which, in common with other activities, is affected by the diverting in themees incidental to the beginning of a new year. Pronounced quiet prevails, but this is to be expected, and has not affected the situation in so far as prices and other general conditions are concerned, though it has of course a very decided influence upon the movement. During the past week or two some orders have come in, but the aggregate was not at all impressive, the manufacturers as well as the dealers and consumers destributes to know just where they stood before they undertook to engage in new commitments. Now that this work incidental to the close of the year is almost, if not entirely, out of the way, the demand may be expected to pick up and regain its normal volume. Indications concerning the more immediate future are entirely reassuring.

A fairly active interest is being shown in the foreign trade. Buyers on the other side of the Atlantic are not so engrossed with the holiday splirft, apparently, as is the case in this country, and numerous inquiries from them are oeing received. In fact, the foreign movement is raising some agreeable expectations, and exporters express themselves as very hopeful over it. The demand covers practically the entire range of woods, and is of such proportions as to indicate that the stocks on the other such had been materially reduced. As for the domestic business, it still shows the effect of the holidays, though members of the trade generally are getting sack to the ordinary business. The shrinkage in the movement was of course expected, and occasioned no surprise, nor was it allowed to affect values in any appreciable degree. The easing off in common chestnut and common poplar is yet in evidence, but the rest of the list is quite fam and may be said even to show a hardening tendency, although so far there has been no fair opportunity to test the strength of the market.

When stock taking and other similar matters have been finally disposed of and when the ordinary demand reasserts itself it will be seen to what extent lumber is reflecting the improved feeling that may be said to prevail. Stocks are unusually light at points of production as well as elsewhere. Little would be required to bring on a positive scarcity, and in the event of unfavorable weather—such as would compel the mills to slott down for any length of time—a marked advance in the quotations could be looked for. Despite the easing off in the quotations noted in the last few months, the mills did not accumulate lumber in any considerable quantities; in other words, the recession in some of the prices was due not to heavy offerings of lumber, but to a slackening in the demand owing to obvious causes. With the removal of these causes and a getting back to anything like the conditions that are to be looked for, the movement will be greatly augmented, and the effect of the limitation upon the offerings will be disclosed. This effect, it is thought, will be a decided rise in the quotations.

#### — ⟨ COLUMBUS > —

Despite the dullness attending the holiday season, the hardwood trade in Columbus and central Obio has been fairly active during the past fortuight. Demand has been pretty well distributed among the various grades and varieties, and the movement is all that could be expected under the circumstances. The general business depression which prevails will undoubtedly affect the hardwood trade, but to the present time no serious effect is noted

The demand on the part of factories is the best feature of the trade, While a number of factories closed down for inventories, most of them are resuming operations. Buying on the part of factories is expected to We offer the following stock of our own production, from good logs. Consists of good widths and lengths. Is band sawn and carefully edged and trimmed.

#### Quartered White Oak

4/4"	1sts	& 2nds.							45,000	ft.
4 '4"	No.	1 Comm	on						25,000	ft.
									16,000	
6 4"	1sts	& 2nds			 	٠			5,000	ft.
									15,000	
									10,000	
8 4"	No.	1 Comm	on		 				10.000	ít.

#### Plain White Oak

4/4"	1sts	&	2nds.					,				2,000	ft.
4/4"	No.	1	Comm	ox	۱.						,	350,000	ft.
4/4"	No.	2	Comm	or	1.							65,000	ft.
5/4"	No.	1	Comm	or	١.							35.000	ft.

#### Plain Red Oak

4/4"	1sts	&	2nds.				 			250,000	ft.
										250,000	
										125,000	
										35,000	
										25,000	
5/A"	N <sub>o</sub>	2	Commo	200						10 000	64

#### Mixed White and Red Oak

4/4"	No.	3	Common										۰	245,000	ft.
------	-----	---	--------	--	--	--	--	--	--	--	--	--	---	---------	-----

#### Red Gum

4/4"	1sts	&	2nds.							75,000	ft.
4/4"	No.	1	Comm	on						350,000	ft.
5/4"	1sts	&	2nds.					 ۰		17,000	ft.
5/4"	No.	1	Comm	on						200,000	ft.
6/4"	1sts	&	2nds.						,	. 100,000	ft.
6/4"	No.	1	Comm	on					۰	60,000	ft.
8/4"	1sts	&	2nds.					 ٠		39,000	ft.
8/4"	No.	1	Comm	on					٠	75,000	ft.

#### Sap Gum

4/4"	1sts	&	2nds.							75,000	ft.
5/4"	1sts	&	2nds.							50,000	ft.

#### Cottonwood

3/4"	1sts	& 2nds,	6" & up	 	60,000	ft
4/4"	1sts	& 2nds,	6"-12"	 	250,000	ft
4/4"	1sts	& 2nds,	13" & up.	 	150,000	ft
4/4"	Box	Boards,	9"-12"	 	85,000	ft.
4/4"	Box	Boards,	13"-17"	 	250,000	ft

#### Cypress

4/4"	1st & 2nds	 18,000	ft.
4/4"	No. 1 Shop	 83,000	ft.
	No. 1 Shop & Better	14,000	ft.
6/4"	Selects	 35,000	ft.
0 / 4"	M - 1 Cl - P D - 11	45 000	84

#### Elm

12/4" No. 2 Common & Better .... 350,000 ft.

# PAEPCKE LEICHT LUMBER COMPANY GENERAL OFFICES CHICAGO, ILLINOIS



GENERAL VIEW OF MAIN SAWMILL PLANT.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST-Dry Lumber on Hand January 1st, 1914

	3 8"	1 2"	5 8"	3/4"	4 4"	5 4	6 4"	8.4"	10 4"	12 4"	16 4"
1st & 2nd Qtd, Wh. Oak, 6" & up	46,000	75.000	20,000	78,000	80,000	*38,000	12,000	*5,000			
1st & 2nd Qtd. Wh. Oak, 10" & up					6,000						
1st & 2nd Qtd. Wh. Oak, 12 & up						12,000					
	13,000	35,000		30,000	50,000	\$5,000					
No. 1 Com. Qtd. Wh. Oak, 6 ' & up					35,000						
Clr. Q. W. O. Sap Strips, 2½-5½"					45,000						
Clr. Q. W. Oak Strips, 252-512"					12,000						
1st & 2nd Pl, Wh, Oak, 6" & up	20,000	70,000	20,000	25,000	100,000	16,000	15,000				
No. 1 Com. Pl. Wh. Oak, 4" & up	20,000	12,000	12,000		150,000	18,000	*40,000	27,000			
1st & 2nd Pl. Red Oak, 6" & up	40,000	35,000	26,000	34,000	100,000	8,000	130,000	30,000			
No. 1 Com. Pl. Red Oak, 4 '& up :	23,000	25,000	25,000	22,000	300,000	12,000	30,000	3,000			
No. 2 Com. Pl. Red Oak, 3" & up.					200,000	2,000	2,000				
Oak Core Stock					300,000						
1st & 2nd Q. Red Gum, 5 & up					10,000	5,000	6,000	15,000			
No. 1 Com, O. Red Gum, 4" & up .					12,000	3,000	2,000	5,000			
1st & 2nd Fig. Red Gum, 6' & up	30,000	25,000	15,000	30,000	15,000	4,000	2,000	2.000			
No. 1 Com, Fig. Red Gum, 4" & up	5,000	4,000	4,000	5,000	12,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up	150,000	200,000	175,000	300,000	250,000	225,000	215,000	15,000	*15,000	*16,000	
	87,000	75,000	60,000	90,000	100,000	50,000	30,000	18,000			
1st & 2nd Sap Gum, 6" & up	30,000	30,000	25,000	40,000	50,000	25,000	12,000	25,000	*12,000	615,000	
1st & 2nd Sap Gum, 13-17"					80,000						
1st & 2nd Sap Gum, 17" & up					40,000						
1st & 2nd Sap Gum Stain, 13" & up					20,000						
Sap Gum Box Boards, 13-17"					60,000						
No. 1 Com. Sap Gum. 4" & up		30,000	40,000	50,000	75,000	40,000	*35,000	*12,000			
No. 2 Com. Gum, 3" & up		80,000	70.000	160,000			80,000				
1st & 2nd Tupelo, 6" & up					40,000						
No. 1 Com. Tupelo, 4" & up					15,000						
1st & 2nd Cypress							\$0,000	*12,000			
Select Cypress					60,000		60,000	°10,000			
No. 1 Shop Cypress.					30,000		27,000	*15,000			
No. 1 & No. 2 Com, Cypress							40,000				

\*Indicates stock dry enough to ship within 60 days, remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gun in grades of No 1 Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and dat and to be absolvely fire from stain. Kraetzer Cured Lumber is of a seft, hald be kvarie and uniform color.

We have facilities for kiln drying and surfacing. We specialize on Oak timbers, switch and crossing, car stock, bridge and crossing plank.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND -WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

increase after the stock taking ' riod. Furnitipe concerns are now engaged in their semi-annual shows and or course there is dullness in that department of the trade. Implement and vehicle concerns are good buyers.

Retailers are also buying in limited quantities. Their inventories showed that stocks were into another and they are onlying some to replace stocks which are needed at present. Dry stocks are only fair and as a result prices are expected to be well maintained. The car supply is all that can be desired and shipments are coming out promptly. Building operations in outside work have practically stopped for the season but there are many new buildings projected for the coming season.

Prices are rather firm all along the line. Some cutting is reported but these are isolated cases. Under present conditions quotations are not expected to decline to any great extent for the coming few months. Col-

bections are not so good as might to desired

Quartered oak is firm all along the line both for firsts and seconds and No. 1 common. The same is true of plain oak which is selling well. Poplar is gaining in strength, especially the lower grades. Chestnut is moving well and the same is true of basswood and ash. Other hardwoods are unchanged.

#### — ⟨ CINCINNATI >------

There is a very strong feeling of optimism among lumbermen over the prospects for a much improved business. On every hand one hears expres sions of confidence at the outlook. There is no question that the passage of the currency bill has had a lot to do with this feeling among the dealers. The bill is considered by bankers to be a very good one, much better than was expected. The amendments to the original bill, which by the way, was not at all approved, has had the effect of stimulating a lack of confidence to one of expectation of much improved collections, which alone should be of much assistance in restoring business to a normal condition. Bankers claim that money will be much easier when the new law is in force and that they will be able to pursue a much more liberal policy toward their customers. The factory trade, upon which so much depends, is looking real good, and the chances are that in another month they will be heavy purchasers of all kinds of stock, as it is a well-known fact they are very low on stock on hand, having pursued the hand-to-mouth policy so long that they have little on hand. They will likely let the dealers carry the stock to considerable extent, as in the past few months but buying is bound to be on a much more liberal basis. Plain oak appears to be strong; at least the many inquiries point that way.

#### ===≺ INDIANAPOLIS ≻=

Hardwood lumber interests in Indianapolis and vicinity are looking forward to a moderate business in 1914. At present, of course, the market is more or less inactive, the volume of business probably being smaller than in January of last year.

Fair prices are being maintained on all grades of hardwood, with the possible exception of gum, which has suffered a considerable slump during the last few months. Until the state can recover from the inancial situation that has existed since last August, no great improvement in any line of business is expected. It can be said, however, that the financial situation is gradually improving.

### ——— ≺ MEMPHIS >———

The export market is rather quiet at the moment, and the reasons assigned for this condition lie in the tendency toward lower ocean rates and the consignment of large quantities of lumber to European firms. The former makes buyers disposed to hold off, in the hope of securing advantage of the lower rates, while the latter has always been one of the most disastrous features affecting the handling of legitimate business between exporters on this side and importing firms abroad. exporter here is authority for the statement that the consignments on the other side at present are quite large and that their presence makes bona fide sales quite difficult to put through. He says that the markets where these consignments are noted-principally Liverpool, Antwerp and Belgium-are demoralized to such extent that the legitimate exporter is handlcapped beyond the possibility of effecting sales on a profitable basis. The Hamburg-American line has reduced rates voluntarily five cents per hundred pounds between New Orleans and Hamburg, and there is some talk of lower rates on the part of some of the other steamship companies. The latter, however, are still holding out for pretty full rates, so much so that the committee recently appointed by the Southern Hardwood Traffic Bureau to make a thorough investigation of the alleged discrimination of the steamship companies out of New Orleans against Memphis and the Memphis territory is still actively engaged in carrying out the Instructions of this body. Ocean rates as a whole, however, are more unsettled than they have been for a long while, and the knowledge of this fact tends to restrain importations of lumber on a large scale,

## → BRISTOL >=

The Bristol lumbermen are encouraged at the outlook for business during the remainder of the winter and spring. They expect a better demand for hardwood lumber than characterized the market during the closing weeks of the past year. The yards in this section are fairly well stocked and the mills, as a rule, will get in good time during the winter. There are fewer mills idle than is usual at this season of the year.

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

# C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

# WANTED

All Kinds of High-Grade

# **HARDWOODS**

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass. West Virginia. NEW YORK

# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield, Ohlo.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

# \$126,000.00

In Savings **DIVIDENDS** Returned

This Year to Policy Carriers of

# The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

# U. S. Epperson & Company

Attorney and Manager 1101 R. A. LONG BLDG. KANSAS CITY

#### ---≺ LOUISVILLE >=

Stock taking bas kept everybody in the harowood business busy during the past few days, and has likewise interfered with the movement of lumner, as buyers have of course been engaged in the same task. With this work completed and 1913 figures a matter of history, however, it is expected that business will show a marked improvement. Stocks in the hands of users of lumber are right, and as there is a relatively small supply or lumber on sticks, as well as of logs, the situation generally is favorable to a strong market. General Lusiness conditions appear to have improved considerably, and this should encourage manufacturers to go ahead and plan their year's work on a normal basis. The movement of humber during the past two weeks has been smaller than beretofore, but about normal for the season. A good many shipments were made which web booked some time ago for delivery after the first of the year. Hard wood men report no recession in prices, but have found buyers who actually want lumber to be willing to pay the usual prices for it.

### — ≺ ST. LOUIS >=

Business has been very quiet during the past couple of weeks. The traveling men are all in enjoying the holiday season at their homes and assisting in stock taking. This has been going on for several days, both by the distributors and the consumers. While the figures as to business done during the past year have not been compiled, enough is known to show that business has not been quite so bad as was expected. In fact the year's business will show up pretty well, considering the conditions that have existed. The prospects for the year just beginning are quite favorable as stocks are low in the yards of both retailers and consumers and buying must soon commence. The express situation is quiet. The same state of affairs will likely prevail with the cypross people as with the other hardwood interests. The outlook is quite encouraging, owing to the light stocks held by retailers and consumers.

#### *──≺ ARKANSAS* >*─*

The dealers in oak of this state are finding the market good. While there is considerable complaining among lumbermen in general, and especially among those doing business in eastern Arkansas, because of the slack condition of the market, the market for oak timber is still strong. It is said that eak sawed material has never brought the prices it is bringing at present. The market on other items, such as gum, is a little off at present, but the strong market for oak more than makes up the difference among the average hardwood manufacturers.

#### =≺ MILWAUKEE ≻====

That the local millwork situation during the year just closed showed a marked improvement over that of the preceding two years is the belief of local manufacturers in that line. The small amount of stock work has been a disappointment, especially to the larger manufacturers, who, to operate advantageously and economically, require large stock runs. The odd and special work, however, has kept them operating almost full capacity. Still further improvement is looked for during the coming year.

Manufacturers say that conditions in the general lumber trade were very satisfactory during the early part of the year, a result of the active building operations. The stringency experienced in the money market later in the year, resulting in a scarcity of capital and a high rate of interest, curtailed building operations somewhat during the last two months of the year. The natural result of this situation would seem to be that considerable business will be carried over into 1914.

Manufacturers and general consumers of hardwood are still busy with their annual inventories and this is expected to curtail business for a time. Wholesalers believe that buying will become more active during the latter part of the present month. Stocks in the hands of dealers and the general factory consuming trade are light, as most of these people have been buying mainly to satisfy their immediate wants. The available supply of dry stocks is far from being large and wholesalers are endeavoring to impress upon buyers the fact that prices are certain to go higher. Results of this campaign are seen in the increase in inquiries which are being received.

There seems to be little doubt but that the log output in northern Wisconsin and Michigan will be decreased this season, due to the unusually mild weather which has prevailed. This is another reason for a probable shortage of northern stocks next spring. Most lumber manufacturing concerns have been making improvements to their sawmills, so that they may be placed in operation just as soon as a sufficient log supply is received. Many men have been thrown out of work in the lumber country because of the mild weather. The situation is said to have been made worse by the fact that some Chicago employment bureaus have been sending men into the Wisconsin woods to work, without any consideration as to whether there was any work for them to do.

The total building investment in Milwaukee during 1913 amounted to about \$13,450,000, but in addition to this sum, two buildings were crected during the year at a cost of \$3,800,000, for which permits were issued during 1912, but on which the work was done this year.

During the first eleven months of the past year total lumber receipts in Milwaukee amounted to, 282,747,000 feet, comprising 237,829,000 by rail and 44,918,000 by water. Total lumber shipments are reported at 75,619,000 feet during the same period, including 21,377,000 feet by rail and 54,242,000 by water.

# Advertisers' Directory

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Logan, J. M., Lumber Co Maphet & Shea Lumber Co Vansant, Kitchen & Co Wood, R. E., Lumber Company. Yellow Poplar Lumber Co4 RED GUM.	6 68 13 9-68	Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company Kimball & Kopcke Klann, E. H., Lumber Co Kosse, Shoe & Schleyer Co Lamb-Fish Lumber Company. Leming, M. E., Lumber Company	12 10 49 6 57 41 52	Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosaic Company MAHOGANY, WALNUT, ETC. Astoria Veneer Mills & Dock Co Bacon, R. S. Veneer Company Black, Fred W., Lumber Co	14 14 13 64 5 47	Pennsylvania Lumbermen's Mut. Fire Ins. Company Rankin-Benedict Underwriting Company TIMBER LANDS. Front. L. Lacey, James D., & Co	40
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Logan, J. M., Lumber Co Maphet & Shea Lumber Co Vansant, Kitchen & Co Wood, R. E., Lumber Company. Yellow Poplar Lumber Co  RED GUM. Anderson-Tully Company. Baker-Matthews Mfg. Co Bonner, J. H., & Sons. Brown, Geo. C., & Co Brown, Mark H., Lumber Co Evans, G. H., Lumber Company. Farrin, M. B., Lumber Co Garetson-Greason Lumber Co. Gary, W. W. Himmelberger-Harrison Lumber Company. Kentucky Lumber Company. Lamb-Fish Lumber Company.	6 6 68 13 9-68 8 44 45 14 44 45 41 9 41 45 49 52	Kent, J. S., Company Kentucky-Indiana Hardwood Co. Kentucky Lumber Company Kimball & Kopcke Kiann, E. H., Lumber Co Kosse, Shoe & Schleyer Co Lamb-Fish Lumber Company. Leming, M. E., Lumber Company. Leming, M. E., Lumber Company. Licking River Lumber Co Litchfield, William E Little River Lumber Co Louisville Veneer Mills. Maphet & Shea Lumber Co McIlvain, J. Gibson, & Co McIlvain, J. Gibson, & Co McLean, Hugh, Lumber Co Miller, Anthony Miller, Anthony Miller Lumber Company. Mossman Lumber Company. Mowbray & Robinson Company. Nettleton, E. B., & Co Norman, Jumber Company.	12 10 49 6 57 41 52 40 47 12 68 6 10 6 2 67 2 67 45 46 7	Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company Wood-Mosale Company MAHOGANY, WALNUT, ETC. Astoria Veneer Mills & Dock Co Bacon, R. S. Vencer Company Black, Fred W., Lumber Co Evansville Veneer Company Huddieston-Marsh Lumber Co. Louisville Veneer Mills Memphis Veneer Mills Memphis Veneer Mills Struthers Cooperage Company Villey, C. L. Williams, Ichabod T., & Sons HARDWOOD FLOORING. Anderson Veneer & Sawmill Co Carrier Lumber & Mfg. Co	14 14 13 64 5 5 10 65 43 5 13 53 14	Pennsylvania Lumbermen's Mut. Fire Ins. Company  Rankin-Benedict Underwriting Company  TIMBER LANDS. Find. L.  Lacey, James D., & Co  Southern Railway  Spry, John C.  TIMBER ESTIMATORS.  Griffith. Clarence W.  McDenald. Thos. J.  MISCELLANEOUS.  Astoria Veneer Mills & Dock Co Childs. S. D., & Co  Gerlach. The Peter, Company. Kraetzer Company. The  Lumbermen's Credit Assn  Matthews Gravity Carrien, Co  Mechanical Rubber Company.	40 48 5 5 64 57 57 50 13 43 63

# CLASSIFIED **ADVERTISEMENTS**

Advertisements will be inserted in this section at the following rates:

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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

#### **EMPLOYES WANTED**

#### SUPERINTENDENT VENEER

and panel plant. Will soon require services high class, experienced superintendent for oldestablished house of foremost reputation. Address, with detailed information concerning experience, age, reputation, etc.

"BOX 121," care Hardwood Record,

#### WANTED.

Services of first-class hardwood salesman, to cover Ohio and Indiana territory. Prefer one who has had experience in the states named. Good opportunity for hustler who can show results W. E. HEYSER LBR. CO., Cincinnati, O.

#### **EMPLOYMENT WANTED**

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Sales-Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### SOUTHERN HARDWOOD LUMBERMAN

with twelve years' practical experience in selling end of business, both as traveling salesman and office correspondent, is open for engagement beginning Jan. 15. Address A. G. STEHMAN, 19 N. Clark St., Chicago, Ill.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up In diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WAGON STOCK WANTED

#### I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and E. B. BROWN, 372 Bayne St.,

Buffalo, N. Y.

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES

Timber estimates, surveys maps and detailed reports as to actual stand quality and logging conditions

THOS J. McDoNALD Lorest Engineer Last Tennesser Bank Bldz

Knoxyth Tennesses

#### TIMBER FOR SALE

#### \$15,000,000.00.

We have about fifteen million dollars of timberlands for sale. Write us what you Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

#### HICKORY STUMPAGE FOR SALE.

3,000,000 feet Hickory Stumpage on Big Black River in Mississippi, 1½ miles average haul to main line 1 C, R. R. Also 12,000,000 feet Red Gum, cheap. Hickory flitches and car stock Address. A, K. FOOT, Canton, Miss.

#### LUMBER FOR SALE

#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list. showing the annual requirements in lumber. dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Sell ing Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago

#### FOR SALE.

St. Francis Valley, Ark.; band sawed red gum, dry, choice stock, all grades. Inspection guaranteed under National rules.

CRITTENDEN LUMBER CO., Crittenden, Ark

For Sale-8,000 pieces oak. 1,850 pieces yellow pine 3x3 %x4'5", 1st & 2nd, and clear dry stock. JACOB HAISH COMPANY, DeKalb, Ill.

#### FOR SALE.

car %" Qtd. White Oak, common & better, Also car wide 1/20" sliced Qtd. Oak Veneer. Both bargains.

H. C. HOSSAFOLS, Dayton, O.

#### FOR SALE-BEECH.

50 M ft 4 4" No. 2 Common & Better Beech 100 M ft. 5 8" No. 2 Common & Better Beech Very fine stock.

DUHLMEHER BROTHERS, Cincinnati, O.

# **DIMENSION STOCK WANTED**

#### WANTED-DRY OAK SQUARES

Clear and Straight

1 car  $13_2 \times 13_2 \times 26$ , 28 and 20", mostly 26", SICKLESTEEL LUMBER CO. Detroit, Mich.

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1"x1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

#### WANTED-HARD MAPLE SQUARES

50", 56", 62" and 66" long, cut 234 by 234 and 3x3. Must be straight grained, free from knots and other defects. Delivery this winter. THE J. H. STILL MFG. CO., LTD.

St. Thomas, Ontario.

#### WANTED

Willow lumber and squares. White oak sources. 5 S beech

LEOPOLD DESK CO., Burlington, Iowa.

#### WANTED

DIMENSION OAK Plain and Quartered

Various sizes for chair and table factories. Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street. New York.

#### **DIMENSION STOCK FOR SALE**

MAPLE AND BIRCH FOR SALE.

1 car Maple and Birch, dry sound hearts, cut A. W. ZENISEK, Bowler, Wis. Sx4 4' long.

#### WAGON STOCK FOR SALE

#### FOR SALE-MAPLE AXLES.

4"x5"x6" and 412"x512"x6"

E. E. GILBERT, Smithville, O.

## RAILWAY EQUIPMENT FOR SALE

#### WANTED

To sell railroad cross ties, white and red oak, loaded separately. State price F. O. B. car Norfork, Arkansas

WILLIAMS, Marshall, Arkansas.

#### TIMBER LANDS FOR SALE

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

#### BUSINESS OPPORTUNITIES

#### BUSINESS OPPORTUNITY.

Wanted, partner and additional capital to take gettye interest in going box convern, well located in Central Wisconsin, having four rail roads and satisfactory concentration rates on lumber in and the product out. No netter local tion in the state. Exceptional opportunity. Ad-"BOX 125," care HARDWOOD RICORD

#### LUMBER WANTED

#### LUMBER WANTED.

Onote dony sed Philad Innia, Paren

- 2 cars 8 4 sound wormy & 2 Com Chestum 1 car 1 4 sound wormy & 2 Com Chestual
- 1 car 6 4 No. 2 Common Poplar
- Il cars 4 4 Box White Pine

Shippers to invoice direct. Name price on

any stock you desire to move CHARLES C. CROSS, Philadelphia, Pa-

#### WANTED TO BUY.

5 cars 4.4" No. 1 common Tupelo. Quota test pine t a b. Caro, Til

DUID MEHER BROS, Cincinnate Obio

#### MISCELLANEOUS

#### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD REC-If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

## The Logical Location for Wood-Working Factories

With the scarcity of timber in your local-ity and the ever increasing demand for higher wages among employees, doubtless you find it difficult in your present location to realize the profits you once made.

the profits you once made.

If you are manufacturing furniture, carriages, automobile parts, barrels and boxes, crates or any product that requires wood, the Southeastern States of Virginia, North and South Carolina, Georgia, Florida, Alabama, Mississippl, Tennessee or Kentucky offer numerous excellent openings for any of these lines of business. The greatest supply other timbers are obtain, hickory, pine and other timbers are obtain, hickory, pine and other timbers are obtained by the property of the Southeast of the Southeast of the Power is clumished at your reasonable rates.

Power is furnished at very reasonable rates while labor is plentiful at a very favorable wage scale. Labor troubles are practically unknown in the South.

Along the Southern Ry., Mobile & Ohio R. R. and Georgia Southern & Florida Ry. are many cities and towns offering liberal inducements for the location of new industries. We can put you in touch with these parties if you will express a desire.

M. V. RICHARDS Land and Industrial Agent

#### SOUTHERN RAILWAY

Room 805, Washington, D. C.

# **GIBSON** TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets-41x81 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for compli-

cated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired. Special, patented, triplicate tally ticketis supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910, Triplicate Tally Tickets patented.



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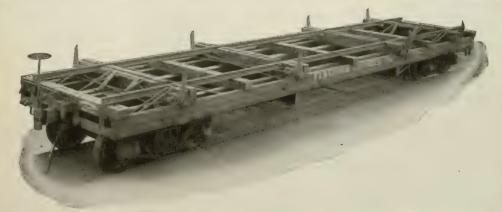
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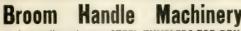
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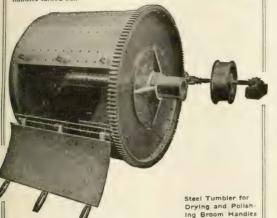
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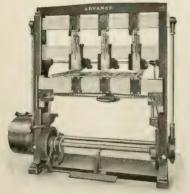
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80M of 6/4 No. 3 Com-mon Birch. 90M of 6/4 No. 3 Com-mon Basswood. 100M of 8/4 No. 3 Com-mon Rock Elm.

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M

# "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{6}{8}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

WE have n hand at our Ironwood, Mich., mill a fair sized stock of 4.4 & thicker Birch, Maple and Basswood in shipping condition. We have commenced cutting on Fifteen Million Feet of choice Hardwood Logs, of which the majority of the small logs are taken out for mining timber, and all hearts are cut into squares, leaving a very choice grade and wide stock. We will appreciate inquiries for special stock to be cut now for next summer's shipment.

Scott & Howe Lumber Co. WISCONSIN, Medford Lumber Co.



# BUFFALO

The Foremost Hardwood Market of the East

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street,

BUFFALO

# Hugh McLean Lumber Co.

OUR SPECIALTY

QUARTERED WHITE OAK

940 ELK STREET

## T. SULLIVAN & CO.

SPECIALTIE

# Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET ORSON E. YEAGER

SPECIALTIES:

# Oak, Ash and Poplar

932 ELK STREET

#### ANTHONY MILLER

# HARDWOODS OF ALL KINDS

893 EAGLE STREET

I. N. Stewart & Bro.

Specialties

# Cherry and Oak 892 Elk Street

 $Standard\,Hardwood\,Lumber\,Co.$ 

OAK, ASH and CHESTNUT

1075 Clinton Street

# G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.





Vansant, Kitchen & Yellow Por in Wide Stock.

Manufacturers Old-Fashioned

Specialty

Poplar Company

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

# Little River Lumber Company

TOWNSEND, TENN.

W E are now cutting Hardwoods and Hemlock out of big smooth clean prime logs and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We have now a couple of cars of 6/4 x 10" and wider good tough No. 1 Common & Better Smoky Mountain Ash, mostly better than No. 1 Common and runs up to 24" wide and is ready for prompt shipment. Also Clear Hemlock in all widths and Hemlock in all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

# It Tells Just What the Consumers Use

ANY hardwood or veneer man considers his personal knowledge of the requirements of his own trade his greatest asset.

But he realizes that if that knowledge is confined to a limited number of concerns his sales will be the same year after year. Hence to grow he must acquire more knowledge regarding other possible customers.

Do you as a seller of hardwoods or veneers think it is good business to invest years of your time and quantities of your money to gather that knowledge when you can get logically collated first-hand and absolutely live and authentic information on thousands of such consumers and can have the use of it immediately after application?

The cost is nominal and the service is elastic in its form and can be made to fit your peculiar requirements exactly. Write now and get the benefit of the annual corrections.

HARDWOOD RECORD,

CHICAGO, ILL.

# YELLOW POPLAR QUARTERED O. PLAIN OAK CHESTNUT BASSWOO

MANUFACTURERS OF BAND SAWED

QUARTERED OAK BASSWOOD

Oak Flooring

SPECIALTY QUARTER SAWED WHITE OAK

LUMBER CO

# Figure Record

Nineteenth Year, Semi-Monthly.

CHICAGO, JANUARY 25, 1914

Subscription \$2. Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

# Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson Mcllvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

# Lumber on Sticks Jan. 1st, 1914

QUARTERED WHITE	JAN	SAP GUM	
	Feet		Feet
5 8" No. 2 Common	1,620	3-17 1s & 2s	69,170
3-1 1s & 2s	10,140	3-1 No. 1 Common	9,500
5.1' ( amman	16,160	1-17 x 13 to 13 Box Bds	20,430
1-1 Is & 2s, 10" & up	25,390	4-4" 1s & 2s	89,340
1-1 15 4 25, 6 10 9	155,390	4-4" No. 1 Common	51,380
1 1 No. 1 Common	104,150	4-4" No. 2 Common	13,995
1-4" No. 2 Common 5-4" Common & Better	1,980 24,174	RED GUM	
5-4" Common & Better !-1 Clear Strips 212 to 312" 1-4 Clear Strips 1 - to 512	21.145	RED GOIL	
1.4 (lear Strips 1 to 51)	17,220	5-8 15 & 25	96,060
1-1" (om. Strips 21 - to 31 -	27,105		(76,000)
		1-1' No. 1 Common .	174,300
QUARTERED RED OAK		OUARTERED RED GUN	Л
1-1 15 A 25	91,655		
1-1" No. 1 Common .	51.119	1-1" Is & 2s .	34,090
1 1' No. 2 Common .	6,881	1-1" No. 1 Common .	20,710
		5-1" 1s & 2s	21,890
PLAIN WHITE OAK		5-4" No. 1 Common.	5,172
		4-4" Com. & Bet, Mottled	17,560
1 1 1 2 2	101,900	COTTONWOOD	
1-1 No. 1 Common 1 I No. 2 Common .	15,600		
1 1 So. ; Common .	13,000	4-1" x 8 to 12" Box Bds 1-4" x 13 to 17" Box Bds	38,850
DI AIN DED OAK		1-4" x 13 to 17" 150 x 15d s	139,850
PLAIN RED OAK		1-1" x 6 to 12" 1s & 2s	51,169
3-1 15 A 25	152,110	4-1" 13 & Wider	9,310
	25,100	1-1" No. 1 Common	88,725
3-4" No. 2 Common	10,000	4-4" No. 2 Common	15,860
1 1 15 & 25	151,090	1-4" No. 3 Common	14,520
1-1" No. 1 Common	211,756	MISCELLANEOUS	
1-1' No. 2 Common	69,968	MISCELLANEOUS	
5-1" v II" & up Step Plank	9.705	5-8" Com, & Bet. Poplar	3,850
5-1 15 & 25	23.824		6,780
5-1' No. 1 Common	21.111	t to Lon Run Maule	8 7 (4)
6-4" x 11" & up Step Plank		1.1 Lag Run Elm	19.620
6-1 1s & 2s	56.340	J" Log Run Elm	55,530
	5.700	3' Log Run Hickory	2,700
6-1" No. 1 Common 6-1 No. 2 Common	2,500	3" Log Run Elm 3" Log Run Hickory 1-4" Sound Wormy Oak	15,330
	-412000		

The larger portion of the above stock is now in good dry shipping condition, and we shall be pleased to have your inquiries.

# Memphis Band Mill Co.

Memphis.

Tennessee



# Cartier - Holland Lumber Company



# Mr. Consumer:-

High cost of living is the main question with you today. Our prices will relieve this situation to some extent. May we quote you on the following High Grade Stock?

60,000' 4/4 End Dried Winter Cut White Maple

3,000' 5/4 End Dried Winter Cut White Maple 3,000' 6/4 End Dried Winter Cut White Maple

5,000' 8/4 End Dried Winter Cut White Maple

30,000' 4/4 Firsts and Seconds Unselected Maple 46,000' 8/4 Selected No. 1 Common and Better Maple

175,000' 4/4 Pine Crating (Wide Run) 150,000' 4/4 No. 2 and 3 Common Basswood

WE CAN SURFACE AS DESIRED



Ludington Alichiqun



# BASSWOOD

We Offer for Prompt Shipment

1 x	4 Clear Strips15	0 M
1 x	6 1's and 2's10	0 M
1 x	6 to 11" 1's and 2's 7	5 M
$1 \times$	3 No. 1 Common 3	0 M
1 x	4 No. 1 Common	5 M
1 x	5 No. 1 Common 4	0 M
1 x	6 No. 1 Common 9	0 M

Jan. 2, 1914

Sales Department

CADILLAC

MICH.

# Mitchell Brothers Co.

Dry Stock List

# MICHIGAN HARDWOODS

Cadillac, Mich.

Jan. 2, 1914

1 x 4	Basswood, Clear	1.
07.1	& up Basswood, No. 1 Common 33	11
1 4	Birch, 1x & 2x, Red	V
4/4	Cadillac Gray Elm 1s & 2s100	M
4/4	Cadillac Gray Elm, No. 1 Common100	M
4/4	Cadillac Gray Elm, No. 2 Common160	N
	Soft Maple, No. 3 Com	
	White Maple, end dried (clear) 10	

## CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which which have not been blended to meet price competition send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

# W. D. YOUNG & CO.

MANUFACTURERS

# FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

#### Hard Maple, Beech and Birch Lumber 1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY,

28

MICHIGAN

# Kneeland-Bigelow Company

# Hardwood Manufacturers

100,000 ft. 5/4 No. 2 Common & Better Reach 150,000 ft. 6/4 No. 2 Common & Better Beech

50,000 ft. 5/4 1sts & 2nds Basswood

12,000 ft. 10 4 No. 1 Common & Better Basswood

60,000 ft. 4/4 No. 3 Common Maple

50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

CITY, MICH.



HARDWOOD GATEWAY OF THE SOUTH

# You Can Get It In Louisville

It you need anything in the line of hardwoods, including veneers and panels, just remember this: You can get it in the Louisville market.

You are doubtless familiar with the reason: varied stocks, co-operative methods and geographical location explain our secret of serviceability.

Meanwhile, look over the appended offerings, pick out what you want, and write to the concerns interested. If you can use a few thousand feet of several items, offered by different concerns, they will be glad to load a mixed car for you.

#### NORTH VERNON LUMBER COMPANY

100,000 feet 34" 1s and 2s Quartered White Oak, 55,000 feet s." 1s and 2s Quartered White Oak 70,000 feet s." No. 1 Com. White Oak, 11,000 feet s." No. 1 Com. & Better Quartered

White Oak. " No. 1 Com. & Better Quartered White Oak

in, con feet 1 1 Clear Quartered White Oak

Strips. 20,000 feet 4/4" Clear Sap Quartered White Oak

22,000 feet 8/4" 1s and 2s White Ash.

#### NORMAN LUMBER COMPANY (Mills at Holly Ridge, La.)

50,000 feet 4-4 1s and 2s Poplar. 75,000 feet 1-4 Sap and Select Poplar, 100,000 feet 4-4 No. 1 Common Poplar 250,000 feet 4-4 1s and 2s Sap Gum. 200,000 feet 4-4 No. 1 Common Sap Gum. 1 0,000 feet 4-4 1s and 2s Red Gum. 70,000 feet 4-4 No. 1 Common Red Gum. 60,000 feet 4-1 12 and 28 Plain Red Oak.

#### BCOKER-CECIL LUMBER COMPANY

75,000 feet 4-4 Sap and Select Poplar, 150,000 feet 4-4 No. 1 Common Poplar-regular or selected widths.

40,000 feet 8-4 Common Poplar.

20,000 feet 8-4 1s and 2s Plain Red Oak. 60,000 feet 4-4 No. 1 Common Plain Red Oak. 25,000 feet 4-4 1s and 2s Quartered White Oak.

20,000 feet 4-4 No. 1 Common Basswood.

#### STEMMELEN LUMBER COMPANY

45,000 feet 4-4 No. 1 Common and Better Sound Wormy Oak

15,000 feet 8-4 Log Run Beech.

15,000 feet 10-4 Log Run Beech. 15,000 feet 12-4 Log Run Beech.

40,000 feet 4-4 No. 2 Com. Plain White Oak.

50,000 feet 4-4 No. 1 Com. Quartered White Oak

,30,000 feet 4-4 1s and 2s Quartered White Oak, 35,000 feet 4-4 No. 2 Com. Quartered White Oak.

#### EDW. L. DAVIS LUMBER COMPANY

50,000 feet No. 1 Common Ash.

35,000 feet 4-4 No. 1 Common Chestnut.

30,000 feet 6-4 No. 1 Common Hickory.

25,000 feet 6-4 No. 2 Common Hickory.

5,000 feet 8-4 No. 1 Common Hickory.

60,000 feet 8-4 No. 2 Common Hickory.

10,000 feet 4" Log Run Maple.

100,000 feet 4-4 No. 1 Common Poplar,

#### W. P. BROWN & SONS LUMBER COMPANY

75,000 feet 5-4 1s and 2s Plain White Oak. 200,000 feet 4-4 and 8-4 1s and 2s Plain Red

250,000 feet 4-4 and 8-4 1s and 2s Quartered Red Gum.

175,000 feet 4-4 and 8-4 1s and 2s Quartered White Oak.

30,000 feet 4-4 1s and 2s Poplar. 30,000 feet 4-4 No. 1 Common Chestnut.

#### LOUISVILLE VENEER MILLS

15,000 feet 5-8 No. 1 Common and Better Plain White Oak 75,000 feet 4-4 No. 1 Common and Better Plain

White Oak. 30,000 feet 5-8 Quartered No. 1 Common and

Better Quartered White Oak.

15,000 feet 4-4 No. 2 Common Quartered White

50,000 feet 4-4 No. 1 Common and Better Quartered White Oak.

60,000 feet 4-4 Quartered White Oak Strips. 60,000 feet 5-8 No. 1 Common and Better Pop-

30,000 feet 4-4 No. 1 Common Poplar.

15,000 feet No. 1 Common 4-4 Plain Red Gum. 30,000 feet 4-4 1s and 2s Plain Red Gum.



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

# J. RAYNER VENEERED PANELS

ALL WOODS SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.

CHICAGO

# A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is fre

# The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.



OUR DOUBLE BAND MILL-HUTTIG, ARK

# Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elim, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. CHICAGO

# **Close Application**

To the study of the source of supply, manuiacture and merchandising of

# Circassian Walnut

has resulted in our carrying not only one of the biggest but a remarkably well assorted stock of that line of veneers, and it is only logical that we can take care of any order, no matter what the peculiarity or proportions.

A member of our firm personally bought a fine lot of mahogany logs at the Liverpool sales in October, which we are now cutting. The natural supposition is that this stock is right. Now ready for your inspection.

# R. S. BACON VENEER COMPANY 213-217 North Ann St., CHICAGO

IMPORTERS, MANUFACTURERS AND JOBBERS

Everything in Veneer

# Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

Fisher Building, - - - CHICAGO

## Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.

S. L. EASTMAN FLOORING CO.

MAPLE FLOORING

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

# VESTAL LUMBER AND MANUFACTURING CO. KNOXVILLE. TENNESSEE.

# QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

# QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER,

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# J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:

Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK-Plain or Quartered. RED OAK-Plain or Quartered.

CHESTNUT

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

# "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

# Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

# IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

# CINCINNATI

# RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

BENNETT & WITTE
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# DON'T WORRY

If your stock is not soft in texture, even colored and well manufactured, you can get stock that is

# The Mobray & Robinson Company

CINCINNATI, OHIO

! Plain and Quartered Oak and Poplar

MILLS Quicksand.

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Vipe., Ky CINCIP
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MAIN OFFICE CINCINNATI, OHIO YARDS Cim.nrati. O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y. W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'y & Treas.

# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times. Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

If we show you Clyde Skidders . cutting the cost of logs for the Other Fellow, won't you want to make the same saving?

Chat's why we can and do invite you to come with us and make your own investigations. Our skidders are our best salesmen!



# CLYDE IRON WORKS

Manufacturers of machines for every logging operation DULUTH, U.S.A. GREAT FORT OF THE NORTHWEST

NEW ORLEANS PORTLAND SAVANNAH

HOUSTON

Color division to the later of

CLYDE

# TEARNS GOOD **SERVICE GRADES** HARDWOOD SPECIALISTS

There Is a Reason Why discriminating

consumers insist on getting

STEARNS CUALITY End Dried White Hard Rock Maple

If you are interested let us tell vou why. We can give you the benefit of knowledge acquired by years of study and research.



END DRYING LUMBER SCIENTIFICALLY

## DRY STOCK ON HAND:

80M 4/4 FAS

28M 5/4 FAS

65M 6.4 FAS

56M 8.4 FAS

72M 4/4 No. 1 Com.

16M 5/4 No. 1 Com.

23M 6/4 No. 1 Com.

47M 8/4 No. 1 Com.

The QTEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# **Band Sawn Hardwoods**

WE PRODUCE OUR OWN STOCKS

**Our Specialties:** 

Cottonwood-0ak Three Ply Red Plain and Quartered Gum Panels
Red and White Red and Sap Gum

## A Few Items We Want To Move

7 cars 4/4" 1st & 2nds Red Gum.

15 cars 4/4" No. 1 Common Red Gum.

5 cars 6/4" 1sts & 2nds Sap Gum.

5 cars 4/4" Select Yellow Cypress.

7 cars 4/4" No. 1 Shop Yellow Cypress.

8 cars 4/4" x 13" to 17" 1sts & 2nds Cottonwood.

5 cars 5/4" x 6" to 12" 1sts & 2nds Cottonwood.

9 cars 4/4" x 13" to 17" Cottonwood Box Boards.

4 cars 4/4" x 18" to 21" No. 1 & Panel Cottonwood.

1 car 3/8" No. 1 Common Qtd. White Oak.

2 cars 1/2" No. 1 Common Otd. White Oak.

10 cars 6/4" Log Run Soft Maple.

7 cars 4/4" 1sts & 2nds Plain Red Oak.

9 cars 4/4" No. 1 Common Plain Red Oak.

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn.

BOX SHOOKS and VENEERS

#### TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR (IRCASSIAN FINISH AND FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee



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# K Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in

car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as

the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

#### Lumbermen's Credit Assn., E 1878

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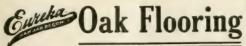
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PROMINENT SOUTHERN MANUFACTURERS

# Salt Lick Lumber Co.

SALT LICK

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

#### Write us for description and prices on the following stock:

4/4", 6/4" & 8/4" Sap Poplar 5/8", 4/4", 5/4", 6/4" and 8/4" No. 1 Common Poplar

4/4", 6/4" and 8/4" No. 2 Common Poplar

4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

## FARRIS HARDWOOD LUMBER CO.

Manufacturers of Hardwood Lumber

Nashville, Tenn.

#### GARETSON-GREASON LUMBER CO. 1002-1005 Times Bldg. ST. LOUIS

MANUFACTURERS

Four Mills

## We will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar

4/4 and 8/4 Sap Poplar, 14", 14" and 24" No. 1 Common Poplar. 4/4 No. 1 and Panel Poplar in widths of 12 to 17". 18 to 23" and 24" and up.

4/4 x 18 to 17" Poplar Box Boards.

4/4 is & 2s Basswood or Linn-very fine. \$/8, 4/4, 5/4, 10/4 and 12/4 is & 2s Qtd. W. Oab.

4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak

6/4 1s & 2s Qtd. R. Oak.

4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak. 6/4 and 10/4 1s & 2s Hickory. 4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.

4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory.

4/4 1s & 2s Chestnut, also 5, 6 and 8/4.

4/4 No. 1 Common Chastaut.

# John B. Ransom & Co.

MANUFACTURERS OF

## Hardwood Lumber

Nashville, Tenn.

# Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood One car 4/4 1st and 2nd Basswood Three cars 4/4 No. 2 common Basswood Two cars 4/4 No. 3 common Basswood Two cars 5/4 common and better Chestnut Three cars 8/4 common and better Chestnut Three cars 8/4 common and better Red Oak Four cars 4/4 common and better Red Oak Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Capacity, 90,000 ft. per day Mills: Pensacola, N. C. Charles K. Parry & Co. Sole Selling Agents Philadelphia



# Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



# SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

# THE EAST

NEW YORK

PHILADELPHIA

## WM. WHITMER

INCORPORATED

Manufacturers and Wholesalers of All Kinds of & SONS

"If Anybody Can, We Can"

Virginia Spruce Long and Short Leaf Pine Virginia Framing

and Hemlock

Franklin Bank Bldg.

PHILADELPHIA

# Willson Bros, Lumber Co.

MANUFACTURERS

# WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

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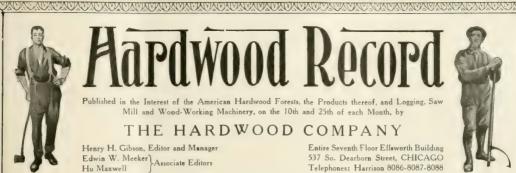
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# Review and Outlook



### General Market Conditions

THE VARIOUS CONVENTIONS that have taken place in the last two weeks have developed an excellent indication of the present and promised condition of the lumber business. out exception, the tone of all of these meetings, embracing both northern and southern operations, has been soundly optimistic. By soundly optimistic is meant that there has been no tendency to view the situation in the light of a boom, but all expressions regarding the present and immediate future of the lumber trade indicate that there will be an apparent, though conservative and entirely legitimate, improvement in the situation. In fact, summing up the opinions of some of the biggest men in the trade, men who are closely in touch with economic factors which have a direct bearing on the lumber business, 1914 promises to be one of the biggest trade years

The encouraging sentiments expressed are based first on the improved tone of business conditions in general which are the result of the settlement of political questions at Washington and the assurance that has been given to business men that the administration will not interfere with legitimate business enterprise and development. With this assurance, business men have taken new heart and have for the most part overcome the mental depression which has been evident for several months. This has naturally reflected directly upon the lumber business, in that it has affected the demand for the products made from lumber and hence the demand for lumber itself is strengthened.

This condition is supported by a really favorable status of stocks at both mills and consuming points. As far as the mills are concerned, both in the North and the South, the stock situation is very favorable, while it is a generally conceded fact that the stocks on consumers' yards have not been so light for a long time.

It is true that a recent report coming from northern manufacturers states that their stocks are heavier than at the beginning of 1913, although lighter than the year before that. But it must be remembered that last year stocks of northern operators were too light even to fill the ordinary demands. Hence any reasonable inquiry this year is rather favorable than unfavorable, as it will unquestionably develop in the course of the next few months that the call for northern products will take up all available stocks. Regarding the South, it is impossible to view stock conditions there in any other light than that stocks are really below normal. In fact, some large operators say that while they have carried as much as 30,000,000 feet of dry lumber on sticks they now have only 4,000,000 or 5,000,000 feet. Furthermore, it is promised that there is little likelihood of there being any accumulation over present stocks, as logging conditions have not been unduly favorable, and it is expected that increased demand will take care of any increase in output.

It has been stated before in these columns that the larger stocks are in strong hands and are being held for improved prices. This is an absolute fact. The larger operators have expressed themselves very vigorously on this score and it is generally anticipated that the owners of the bulk of the southern hardwoods are strong enough financially to refuse orders of any dimension for future shipment. They are willing to take care of the trade for the present, but will not contract for any large deliveries ahead. In fact, one of the largest operators in the South made the decisive statement a short time ago that he had realized \$1.60 more on an average for his lumber during 1913 than ever before, and that if his lumber did not bring him a \$2.00 increase this year on the general level, every stick of it would stay in his yard. This particular man is in an excellent position to carry out this suggestion, as are many others who have expressed themselves similarly.

Looking at business on the broader basis, the country is in really sound condition. The money situation has been very materially improved and it is now possible to secure necessary funds at normal rates. A great deal more money has been placed in circulation during the last few weeks. In fact, it is reported that for the three weeks of January banks reported greater deposits than for any three weeks of 1913. This is going to very materially aid industrial development and industrial investment throughout the country, as well as to assist in the general restoration of prosperous conditions and the resultant broadening of the market.

The various woods show a proportionate improvement, with the greatest strengthening in the upper grades. Quartered oak is still a strong factor and it is reported that plain oak is showing a noticeably increased demand. It cannot be said that the gum situation has improved very much, although there is proof that such an improvement is anticipated in the near future. As an instance, one large manufacturer recently turned down an order for 1,000,000 feet for future delivery and advised its customer that it would take care of its immediate requirements, but had entire confidence in an improved condition in the gum market during the next few months. This sentiment is apparent throughout the gum-producing section.

Summing up, the general sentiment seems to be that business looks good but that business men should not soar too high from the ground, but maintain a level and conservative position, there being a practical assurance that a healthy and satisfactory improvement will be consistently and continuously evident in the situation for some months to come. In fact, it is sanely and sincerely predicted by a great many of the most conservative and most successful lumbermen of the country that 1914 will be one of the biggest years in the history of the lumber business.

#### Cabbage Palmetto

THE HALUSTRATION ON THE FRONT COVER of this mum forest of althogo palmetro in Florida. The location is near Atlanto Beach, about eighteen miles from Jacksonville. The photograph was furnished by the J. C. Turner Lumber Company of New York. This company is financially interested in the well-known winter resort at Atlantic Beach.

The palmetto's receive much praise for their beauty and many imprecations on account of bad qualities. It is despised by surveyors, hunters, lumbermen and others who travel on foot through jungles of palm-like growth with sharp-pointed leaves which stand out like porenpine quilts. But the jungles which torment most are not the cabbage palmetto but the smaller species appropriately named "saw palmetto." This pest seldom grows tall enough to lift its leaves above a footman's face, but just high enough to jab him. The cabbage palmetto is quite different. The trunks rise year by year until the massive crowns are lifted high in air, and a grove becomes beautiful and park-like.

The tree is confined principally to the southeastern coast region of the United States. The northern tourist who is taking his first journey south, following in the vicinity of the Atlantic coast, will first make the acquaintance of the cabbage palmetto in the Carolinas. The tall trunks are smooth and of a reddish color which suggests sole leather; but the trunks of medium height are usually criss-crossed like basket-work. The latticed appearance is due to fragments of leaf stems which adhere to the bole long after the leaf has broken off and fallen. The lattice disappears in time, and smooth trunks are a work of age. The picture shows no young trunks.

A cabbage palmetto tree consists of three interesting parts, two of which are seldom seen by the tourist or casual visitor because they are completely hidden from sight. The three parts are the root, the stem, and the bud. The bud is at the top of the trunk and is called the "cabbage"-hence the tree's name. It is cooked as a substitute for cabbage, and though many persons sample it, through curiosity or otherwise, few acquire a real liking for it. A novice has trouble in finding the bud, and after he has succeeded in locating it, he is likely to be baffled in his efforts to extract it, because it is buried under fold after fold of tough bark, and a sharp axe is the best means of cutting it out. The bud is the origin of the leaves, not of the fruit. In fact, the fruit of the palm is small and worthless, being black and of the size of a pea. About the only creature of animated nature that will eat it is the bronze, razorback Florida hog, and he seldom gets a chance, because the fruit hangs until it dries up and blows away, and although the hog of that region is quite an active varmint, he cannot jump high enough to pick the fruit.

The long, graceful trunks of the palm are admired by all who see them—after they have east off the ragged basket-work which covers them in youth. The stems usually rise perpendicularly until they become so tall that the weight of the foliage at the top causes them to careen. When once out of plumb they are seldom able to recover their upright position, but bend more and more until finally the crown nearly or quite touches the ground, forming a curve dear to the eye of the mathematician.

Unfortunately, the cover picture shows no careened bole, though such are very plentiful in the old palmetto forests of Florida. It does, however, show a very interesting leaning tree which lodged against another. The reason why that tree leans at a sharp angle instead of the characteristic curve is an interesting consideration, and in order to understand it, the root must be examined.

The root of a cabbage palmetto tree is a wonderful piece of mechanism. Architects call such a device a "floating foundation." This palmetto usually occupies soft, swampy ground which affords poor anchorage for roots, and nature took extra precaution to make things secure. The large roots form a round mass, like a ball of three to five feet in diameter, deep down in the mud. The trunk stands nicely balanced on this sphere whose

principal function seems to be to sustain the tree and prevent its sinking by its own weight deep into the plastic mud.

However, there must be additional support. The ball can keep the tree from sinking endwise into the mud, but cannot prevent it toppling over. To remedy this defect, a multitude of long, slender roots radiate from all sides of the ball, penetrating for ten to twenty feet into the soil and serving as that many guy ropes to hold the tree erect. So strong are these stay roots that the tall trunk may careen until its top touches the ground without breaking them. The bole bends but the roots will not snap. An occasional exception, however, should be noted, and it happens that such an exception appears in the picture. The leaning trunk referred to above has pitched over and would have fallen flat had it not lodged against another tree. The anchor roots broke, else the tree would have assumed a curve instead of keeling over. In almost every instance where the tree falls it is because of decay of the roots which permits them to break. The tree that falls is generally dead or nearly so before it goes down.

#### A Timber Tax Precedent

THE PROPER APPLICATION OF THE INCOME TAX to lumbering operations has caused more or less uncertainty on the part of manufacturers, and a recent opinion secured from the treasury department not only clarifies this subject, but also establishes a precedent seemingly indicating that in the opinion of the treasury department the only logical and fair way of taxing timberlands is when they are converted into the salable product.

The treasury department says that the gain from cutting and disposing of stumpage is realized in the year during which the timber is cut and disposed of, and the amount received in excess of such cost of such timber is profit and should be so counted as income for that year. It is further understood that no timberlands will be subject to tax until the timber is cut and marketed, and then only the profit, after the cost which will include protection of the growing timber is deducted, will be subject to an income tax assessment. The latter feature in the treasury's opinion is the one that has a broad bearing on the determining of timber taxes.

It would seem that this really establishes a precedent that would make it imperative that all tax systems pertaining to timberland assessments should be based on the value of product when cut. It would seem that this opinion opens a loophole through which timberland interests can successfully wage a country-wide battle against present unfair taxing methods.

#### Regarding the Uniform Bill of Lading

VARIOUS TRADE ORGANIZATIONS of late have entered emphatic protests against the time limit of filing claims under the proposed uniform bill of lading now being considered by the Interstate Commerce Commission. A prominent association directly connected with the lumber business has made a very fair and sensible plea that the Interstate Commerce Commission extend the time limit from four months to twelve months. The plea is based on the fact that the short period of four months would absolutely operate as a burden to manufacturers in that it is too short a time to secure evidence in the majority of complaint cases, and that even a year is none too long a period. It is pointed out that manufacturers as a rule are not desirous of rushing to the railroads with claims, and do so only after exhausting all other efforts to adjust matters with the consignee. Too frequently manufacturers know nothing of any damage to goods for months after shipment and are made aware of it only after attempts are made to collect bills. After that consignees are slow in sending evidence, and to limit the time to four months would absolutely debar most of the claims,

Talks with railroad freight representatives bring to light numerous cases in which this very condition is decidedly apparent. Such stories are very common and considering the circumstances with which they are surrounded, and the fact that they describe actual occurrences, they offer ample proof of the fairness of the

claims made by numerous shippers regarding the time limit on radioad claims. The Interstate commerce Commission will do well to maintain its reputation for entire fairness if it grants this plea.

#### The Logs or the Finished Article?

E APONT FIGURES covering tonest products in the Uniter. States show that a large sum is invested annually in American hardwood logs on the part of importers from various countries across the water. In most cases these logs go into products which American manufacturers are well equipped and well qualified to manufacture themselves. In selling the product of the American hardwood forests in this crude form, American business men as a whole are not realizing the actual return value they should realize from supplying the foreign market with the finished articles made from these very logs.

It will be argued that manufacturers abroad can turn out these products at a less cost than American manufacturers producing them, and also that the foreign manufacturers are peculiarly qualified to take care of their particular trades and can ward off competition from abroad because of their intimate knowledge of the trade to which they cater.

Granting the low cost of manufacture abroad, it has been proven that this point can be easily met by superior efficiency, which as a rule prevails in this country. Regarding the other point, if this argument were discussed, it would probably be merely an excuse for the absence of proper endeavor to secure this trade, which should rightly be part of the business of the American manufacturers. The Canadian government has levied an export tax on pulpwood in order to increase the manufacturing establishments turning out wood pulp in the dominion. It would not be necessary to place such a tax upon export logs to enable the American manufacturer to get the benefit of the increased profit resulting from the sale of the finished product, but it is necessary that the foreign market should be closely analyzed by American manufacturers of products made from wood with the idea of gradually taking over this market unto themselves insofar as it is directly connected with the various species of Ameri ran woods.

The market is there and the ability to fill the market also. It is needless to say that the effort to secure the market exists, but while some inroads have been made on the trade of foreign manufacturers, this latent ability is more or less predominant and American hardwood logs will continue to be exported so that the cream of the profit may be secured by manufacturers abroad until American manufacturers of such products fully realize the possibilities in the situation.

#### Eastern and Western Forests

MANY LUMBERMEN ARE EXPECTING that the opening of the Panama canal will remove the barrier which has stood in the way of marketing the eastern and the western woods in the way of marketing the eastern and the western woods in the West share in this hope. It is expected that the cheap western softwoods will find profitable markets which they have been unable to reach in the past because of high freight charges over the available routes; and the expectation is equally strong that eastern hardwoods, either as rough lumber or in manufactured articles, will be carried to western markets at rates which will assure the manufacturer and dealer a larger share of profit than has been possible in the past. Time must test the reasonableness of these expectations.

The forests of the Pacific slope are almost exclusively soft-woods, and much of the timber is of splendid quality. The eastern forests are both hardwoods and softwoods. The hardwoods in the Mississippi valley and east of it have been estimated to aggregate 400,000,000,000 feet. A single softwood of the Pacific coast, Douglas fir, considerably exceeds in quantity all the hardwoods of the United States.

There are western demands for eastern woods and eastern

markets for western woods. Business men expect freer exchange when the canal is opened. A thousand miles of practically treeless plains and mountains separate the forests of the eastern part of the country from the western.

The geographic separation of those widely-different forest regions has existed during an immense period of time. What is now the nearly treeless belt extending from Canada to Mexico was once a sheet of water connecting the Gulf of Mexico with the Arctic orean. The separation of the eastern from the western forests dates from before that time. There were then two continents instead of one, and the eastern continent's forests were different in composition from the those of the West. In the East there were yellow poplars, red gum, sassafras, sycamore, elm, and many other hardwoods which still grow there; in the West were the softwoods which to this day hold undisputed domain.

The separation existed long prior to the lee Age, and it has continued practically unbroken ever since. When the sea withdrew from the central part of the continent, a semi-arid region took its place, and neither the forests of the East nor of the West could spread across it to mingle their species in common. A few, the cottonwood, juniper, and white spruce, succeeded in crossing the arid belt, but most others could not, and they remain separate today as they were in the Cretaceous Age when an arm of the sea divided them.

It may be of interest, though not now of practical importance, that when the eastern part of North America was separated by water from the western, there was no Isthmus of Panama. The Pacific ocean was joined with the Atlantic by a deep wide channel, and what is now the whole Panama region was then seabottom.

#### Dr. Rothrock's Resignation

THE RESIGNATION of Dr. J. T. Rothrock as a member of the Pennsylvania State Forestry Commission, for the reason of "advancing age," is an event of more than momentary importance to the cause of forestry in this country. He was one of the first men to take hold of this work and he has devoted the best part of a long life to it. He has been to forestry what Benjamin Franklin was to popular government-founder, expounder, and a long, faithful, and practical worker. He was planning and executing long before the mass of the American people had heard of forestry. He can be classed with that few of whom it has been said: "They, while their companions slept, were toiling upward in the night." Dr. Rothrock is a botanist of rare attainments. Knowledge of the range and characteristic of many of our forest trees have been greatly extended through his personal work in nearly all parts of the United States. During many years he has been a contributor and one of the editors of "Forest Leaves," a small, four-page periodical which has contained more practical and accurate information concerning American trees than any other publication of like size ever given to the public. It is to be regretted that he feels that age makes his resignation necessary. Yet, he has not laid down the armor until he has seen the battle won. The movement has now gained such momentum that it no longer depends for success upon the efforts of one man or a few men. Fortunate it is, therefore, that this Apostle Paul of American forestry can retire with the assurance that he has "fought a good fight."

#### Progress of the Age

ARECENT BULLETIN issued by the University of Wisconsin, commenting upon the work being done at the Forest Froducts Laboratory at Madison, Wis., in connection with the forestry department of the university, after reviewing the work in detail, contends that the question of utilization as a great waste in our forests and in our lumber mills is dealt with in part by the development of distillation. It then goes on to tell briefly of the results aimed at in connection with the various wastes in the forest and at the mills.

In conclusion it says that: "And what does all this work

mean? It means that we are awakening to the fact that our forests our mighty oaks and firs are one of the nation's greatest assets. 'Expert' and 'efficiency' are two words that have found then way into the language of trees as well as into that of business."

It is true that this awakening has at least started. It is as yet really a mere something in the air and its actual close application in practical operation is so far but just begun. It is indeed gratifying to review the work done aiming at scientific utilization of our forest products and the scientific preservation of our forest supply inasmuch as the really marvelous progress which has been made in the last decade is a fitting evidence of the vigor and intelligence with which the American business man attacks a subject when it is definitely brought to his attention. This work is not being carried on purely by theorists, as it has the moral support, at least, of the practical and farsighted lumber men.

Various influences peculiar to the lumber business have resulted in a great many of the more conservative members of the trade withholding any visible support to this movement looking toward a more scientific administration, but these conditions have changed and now even while the actual visible support in this country does not cover the entire industry, it is certainly a fact that the lumbermen as a class realize the importance of fostering these efforts. With the trade behind this research work, the result cannot be in doubt.

#### If This Is True, Why Mahogany?

NSTANCES ARE NUMEROUS illustrating the lack of any definite knowledge pertaining to the lumber business on the part of those interested in issuing the daily press of the country. This is true not only of the staffs of the city dailies, but more surprisingly it is true of the editors of such small country publications as are published in towns essentially interested in the lumber business. A dispatch came recently from such a publication located in a town in Michigan that is in the center of a vast lumber producing region. The dispatch tells of the value of forest growth in that particular section of Michigan and then says "We don't know what is to be done with it, but birch as a finish commands as high a price as mahogany."

It does not constitute a disparagement of birch nor offer any information that is not already well known when it is stated that this sentence is of course utterly ridiculous. The point is that it is to be deplored that the daily press of the country is not able to secure more accurate information regarding the products of such a vast business as that of manufacturing lumber.

#### A Wrong Policy

THAS BEEN SUGGESTED in the past by men prominently convected with the manufacture and marketing of red gum that that worthy wood would make much better progress in its development as an important American hardwood if the name of "red gum" were relegated to the scrap heap and some more fancy appellation supplied. HARDWOOD RECORD has contended that such a policy would be a serious mistake and as the wood becomes better known this mistake would, in the opinion of HARDWOOD RECORD, be increasingly serious.

The question has recently come up again, however, on the suggestion of a certain group of southern manufacturers who have listened to the idea of a prominent advertising man. In the first place to connect red gum at this stage of its development with an entirely new name would mean that all the efforts so far used in introducing this wood would be wasted and would have to be repeated in order that its present position might again be reached.

In the second place the discontinuance of the real and commonly accepted name "red gum" outld constitute an admission that the grave charges against this wood which have existed in the past were charges of an entirely substantial nature which could not be remedied. Such a policy would have the effect of creating the impression that another wood was about to be foisted upon the public, and then if, due to mistreatment of any kind, the old objectionable characteristics

cropped out on occasion, the new wood would get the full benefits of these characteristics and the good qualities would not be considered.

On the other hand, great strides have been made in effecting methods of manufacture and handling gum, and as a result this wood is today put on the market in most acceptable form. These changes, however, have been made in the handling of rcd gum and are generally recognized as having been effected with that wood. Therefore to arbitrarily change the name of the wood would mean that the confidence so far instilled would be rendered null.

Red gum should not be a substitute nor should any other name than its own be substituted for it. It is fundamentally able to stand on its own legs if properly treated, and to attempt to rob it of the increasing favor with which it is being considered at this stage of its development would be injustice, to say the least.

#### What a Lumber Club Should Be

DEFINITIONS OF WHAT A MODERN LUMBER CLUB is and what it should be, are, it must be confessed, very frequently very divergent. While the national and state associations are accomplishing a vast amount of good and are really effecting measures and conditions which mean monetary gain to their members, the local clubs, which actually have a better opportunity for accomplishing things that touch the lumberman closely personally, have in many cases overlooked their opportunities. The old idea of club meetings is still very much in evidence in a great many large sections, and this idea seems to have been that the sole purpose of these meetings was to get together and have a good ''feed,'' a few drinks, swap a few stories and then go home—or elsewhere.

However, encouragement for the future is seen in the really live activities of some of the municipal organizations now in existence in various parts of the country. In most cases this change in effort has been the result of the ideas and efforts of some one man or some group of men, but nevertheless it is working out and is continuing to develop. It is hoped that the city organizations, the clubs and associations will all come to realize eventually the wisdom of following a course of this sort, the result of which will be a very material benefit in many ways to the individual members, and these benefits will be of such a nature that they can be actually seen and appreciated, simply because the questions will be so closely associated with the members themselves that when the results are accomplished they will be altogether obvious.

#### A Complaint Against Tupelo

A BRASS MANUFACTURING COMPANY in Connecticut recently complained because a trial shipment of tupelo or bay poplar was proving unsatisfactory for boxes and crates. Investigation showed that a very poor grade of material was being used, lower than the ordinary boxing. The manager of the wood department of this company is very anxious to conduct his branch of the work as economically as possible and is constantly experimenting with new materials in order to effect a saving. The price quoted for the tupelo f. o. b. his station was about one-third lower than that of the wood he had been using. The material received is, however, of such poor quality, being warped, rotten and otherwise defective, that it is giving an end of trouble and the operators are looking forward to the time when the shipment will be exhausted.

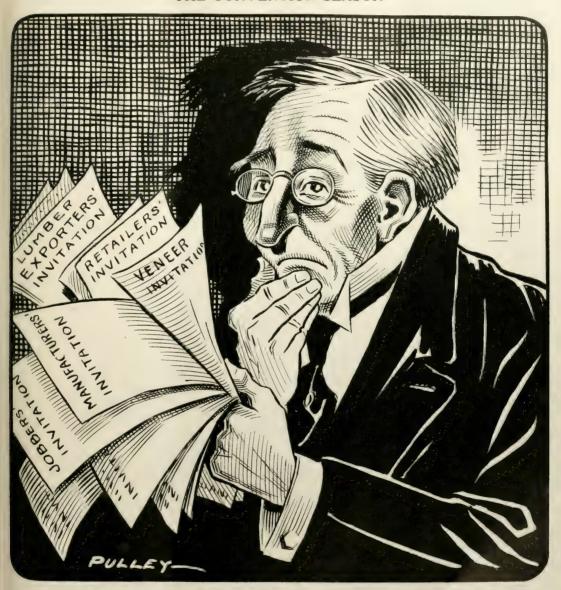
This is unfortunate, as it gives tupelo a bad reputation which it does not deserve. The regular boxing grades would doubtless have given good satisfaction, and trial, shipment of such lumber at a higher price should have been made. Then if the buyer felt that this wood was not as economical for his use as some other wood, his refusal to buy more would not have been because he considered tupelo worthless. If the salesman who was anxious to establish a market for tupelo had been more familiar with the requirements of the brass company he would not have shipped him the stuff he did. The associations which are making efforts to boost the consumption of their products will make a serious mistake if they do not recognize the limitations as well as the merits of their product. A dissatisfied customer will neutralize a whole pot of printer's ink.



## Pert, Pertinent and Impertinent



### THE CONVENTION SEASON



If I attend all these conventions how in the mischief am I to have time to do any business?

Never judge a man's line of thought by the

talk he lets out.

The average married man often wonders how his wife can have so much faith in him.

Some women can look swear words just as forcibly as some men can say them.

Worry is a confession of weakness, but that thought does not help much.

It's too bad that when a man puts his foot in it he is not in a position to kick himself. Some good people manage to be happy even if

they are lonely.

It's difficult to believe that practice makes perfect after listening to the chap who practices on a cornet.

The man who boasts of calling a spade a spade may pass a snow shovel without being able to recognize it.

# Meeting Michigan Manufacturers



The midwinter meeting of the Michigan Hardwood Manufacturers' Association was held at the Pontchartram Hotel, Detroit, Wednesday, January 24. In the absence of President F. L. Richardson First Vice-President C. A. Bigelow presided. Forty firms were represented and much interest was manifested in all of the subjects under discussion, and a general optimistic feeling, as to the outlook for the coming year, prevailed throughout the entire meeting.

Secretary Knox's report was read, approved and placed on file. The report follows:

1942 was one of the best years for the manufacturing lumbermen of Muchigan and the year 1913 has in many points equaled it. We started in the past year with every feeling of confidence for a successful year and I believe most of the manufacturers consider the past year to have been above the average and we are looking for a good year for 1914.

Our stock reports, with the same number of members reporting as one year ago, will show more stocks on hand than a year ago, but less than

Our general assessment levied at the October meeting has netted us \$7.828.51 on basis of 391,428,946 feet at 2c per thousand. There are still three members to hear from and we have had the promises of their paying the amount due us at an early date.

Our treasurer's report shows a net cash balance in the general fund of \$8,615.58 and in the forest fire fund \$1,648.25. There is still one assessment in the latter fund due, which we expect to get later on.

The secretary's office has been reporting recent sales from cargo and car shippers by circular and we are informed that this work has met with approval at your hands. We are pleased to give this information out for the benefit of the general trade and are open to any suggestions along this line of work.

We are pleased to report that we have at last received something on our Pacific Coast rate case, which we started four years ago. We have an order from the Interstate Commerce Commission cover ing reparation on 289 cars amounting to \$6,890.11 and this is ordered paid by February 15. This amount does not cover all the cars presented and we looking for an additional order covering other shipments.

The question of Michigan lumber rates is still before us and has not yet been settled. I believe a conference of the railroads, shippers and the State Railroad Commission would do more to bring about a better understanding between the shippers and carriers, than anything that could be done. Our railroad committee has handled this matter very judiciously and Chairman Ballou will have a report to make before the

of the topics announced in our call for meeting was "Logging and Camp Expense," and it is believed that something to the benefit of lumbermen could be gotten out, through a conference on the subject. The Northern Hemlock and Hardwood Manufacturers' Association some time ago formed two new committees; one upon standardization of logging accounts, and one upon the welfare of men in the camps, both of which are well worthy of consideration and if properly handled can be made of much value to the members

The treasurer's report indicated a good balance on hand in the general fund and also in the forest fire fund.

Five new members were enrolled at the meeting: The North Western Cooperage and Lumber Co., Gladstone, Mich.; The Spies-Thompson Lumber Company, Menominee; The D. N. McLeod Lumber Company, Garnet; The W. R. McManus Lumber Company, Petoskey; The Strable Manufacturing Company, Saginaw.

Chairman Ballou of the railroad committee then submitted his report, which was accepted and placed on file. It stated that the Michi gan Hardwood Manufacturers' Association has filed protests with the State Railroad Commission against the proposed canceling of the lumber commodity rate, which would put lumber under the proposed sixth class rate. Information was furnished the State Railroad Commission to show the effect of the change on the cost of shipping lumber within the state. An examination of the previous year's shipments by a large number of lumbermen disclosed the fact that the proposed change in rates would amount to an increase of from seven to sixty-eight per cent in the cost of shipping lumber. The average increase amounted to twenty-four per cent.

When this matter and the data backing it up were brought to the attention of the railroad managers, they were convinced that the announced change was inopportune, and they made it known that there was no serious intention of putting the rates into force. However, the protests remain on file with the State commission, and their presence acts as a bar to the filing of notices of change in rates by the railroads. It is now the plan of the association to call a conference early an February, and have representatives present from all the railroads at interest, as well as from all the lumber shippers in the state. It is believed that a conference can be had whereby the lumber shippers and the railroad companies can agree upon a basis for lumber risks, so that the protests can be withdrawn and the railroad companies permitted to file rates that will be agreeable to their patrons.

The railroad committee of the association has employed R. R. Darwin as an attorney to act for the association in these hearings before the State Railroad Commission.

Fred A. Diggins had no report to make for the legislative committee, but expressed in a few well chosen words, his appreciation of the thoughtfulness and good will of the association during his illness a year ago. He urged the members of the Michigan association to remain loval to the National Hardwood Lumber Association.

The absence of Bruce Odell, chairman of the market condition's committee, was noted. In his absence John C. Ross, of Bay City, read the report which follows:

From stock reports received your committee believe that ash, basswood, birch and elm prices should remain about the same as at present but that beech and maple should rule higher. To some of you it may not seem advisable to change prices at this time, but we believe that the growing demand for beech and the prices it has been selling at fully justify an advance. We think maple should rule higher as it is a wood that is being more generally used and the supply is becoming less every year and can be had in quantities only in Michigan and Wisconsin, and if there is any wood on which we should be firm and should get better prices for, we think it is maple, as to a large extent Michigan and Wisconsin produce the bulk of this wood.

Oak, which is maple's nearest competitor, brings much higher prices, especially is this true of the thick, which is used for practically the same purposes

We think the manufacturers will have no trouble in getting the recommended prices this year, as while general business may not look so good to some, we must remember that the hardwood situation is very firm, and that owing to the open winter, up to the present time, the output for the coming year is going to be curtailed considerably.

Recent sales reported to this association since January 1 indicate a much heavier demand than for the preceding sixty days. The reports also show that some sales have been made at an advance of last year's prices.
In regard to hemlock: While we would not recommend a change of

prices at this time, we think the market is very firm, with the prospect of an advance in the near future. From reports received, there will be about 20,000,000 feet less put in this year than last.

Latb are firm at present prices, with a very small stock on hand.

Chas. F. Hickok, chief warden of the Forest Fire Protective Department, read his report which outlined the proposed work for the coming season.

On motion, the time for deducting the cut on lands from the list of those patrolled, was limited to March 1, 1914. Two observation towers, recommended by Mr. Hickok, were authorized at an expense not to exceed \$200.

Then followed a general discussion along lines relating to the employers' liability act-various members recited their experience on different phases of the law.

A committee consisting of Bruce Green, F. L. Michelson and W. C. Hull, was appointed to look into the subject of standardization of logging accounts and make a report at the next meeting of the association in April.

Then followed the announcement of the status of the association's cooperation in the Forest Products Exposition. The Michigan Hardwood Manufacturers' Association will unite with the Northern Hemlock and Hardwood Manufacturers' Association, covering the upper peninsula of Michigan and Wisconsin in a joint exhibit to be shown both at Chicago and New York. Plans which have been pretty well matured provide for a modern bungalow of reasonable price but of comfortable design and equipment which will be made, trimmed and furnished throughout, as far as woodwork and woodenware and concerned at least, with products of the forests of Michigan and Wisconsin. Different rooms will be trimmed in different woods and different types of furniture will be shown illustrating the excellent effects that can be gotten from working in northern maple, birch, beech, elm and similar woods.

The meeting then adjourned.



### Hardwood Manufacturers' Annual



The twelfth amount needing of the Handwood Mancharders' Association of the United States, held in the Hand torvood Memphis. Tenne, Weethershay and Thorshood, here is 21 and 22, and afted that that association is in an unusually prosperous condition and that the membership and interest displayed in its accomplishments and its efforts are constantly gaining ground.

The meeting was attended by about 600 representatives of the lumber trade from various parts of the country and in addition there was a goodly percentage of one mass who attended in a body in the interest of their business.

The business sessions of the meeting were started about cleven o clock on Tuesday morning, the opening session being very well attended, practically every seat being taken in the large hall provided. This can also be said of the two other sessions which followed.

C. M. Brvan, representing the city of Memphis, opened the session with a very eloquent address of welcome, in which speech he demonstrated to the entire satisfaction of all those present that the city was mighty glad to have the opportunity of extending its hospitality to the visiting lumbermen. Mr. Bryan in his talk told of the provisions which had been made for the comfort and entertainment of the visitors and elaborated somewhat upon the noted hospitality upon which those in attendance were invited to call during their stay in the

Mr. Bryan was followed by J. M. Touther, secretary of the Memphis Business Men's Club. Mr. Touther stated that he spoke for the president of that organization, who was at the last minute compelled to be absent from the city. He seconded Mr. Bryan's cordial welcome, speaking more specifically for the business interests, and closed his address with a suggestion that the association use its efforts to secure a regional reserve bank

for the city of Memphis under the recently enacted currency bill. The third address of welcome was delivered by J. D. Allen, president of the Memphis Lumbermen's Club. Mr. Allen gave every assurance that members of the Memphis trade, being lumbermen themselves, are fully aware of the requirements of a gathering of lumbermen and had made every provision to amply take care of these requirements. He assured the visiting lumbermen that if there were anything at all that the local trade could do to still further cate to their comfort and enjoyment while in the city they had only to make those wishes known and they would be promptly take care of.

R. L. Hutchinson of the Hutchinson Lumber Company, Huntington, W. Va., responded to the various addresses of welcome on behalf of

the association. Mr. Hutchinson proved himself an orator of the first water and his definition of the South and its importance, purposes and meaning was very well received. He expressed deep appreciation of the southern section of the country, of the city of Memphis and, speaking more broadly, of the character, ability and integrity of the average American citizen. His talk was a fitting expression of appreciation of the hearty welcome accorded the visitors by members of the Memphis trade and of the citizens of that municipality.

President W. E. DeLancy then read his very able annual address,



you will notice that we have vely lew set speeches and those a request will be short ones It would seem that those attending conventions would lobby than to sit in a hall to hear addresses which they can later read at their leisure in While as the trade journals much senent is to be derived by mangling with one another at conventions, I feel that more good is to be gotten out of the actual work at the meetings. It was with this in view that we intentionally prepared a short program, hoping that questions of interest to our business would be discussed on the floor by those present and in that way give each the benefit of the others' ideas. We may not succeed at this time in getting the general discussion desired, but I believe it is a step in the right direction, and I trust that in future conventions matters will be more freely discussed on the floor than heretofore.

One moment with the past, which does not interest us except as a guide for the future. General business conditions in the past have not been satis-Bradstreet that 1913 was the third worst year in numbers, and the fourth worst year in liabilities, of which there is record in the ber failures increased 5.3 per cent in numbers, and 46 per cent in the amount of liability over that of 1912. We were taced with labor troubles, polit ical agitation, and toward the latter part of the year financial stringency. The lumber busithe year, the third quarter fair, and the last three months poor

E ASSOCIATION

At present business is not satisfactory. As is usual at this season of the year, business people are taking inventories, closing their books and planning for the coming year's

Stocks are less than normal at producing points. In the consuming markets stocks are low and any revival demand will be immediately felt by the manufacturer.

The strife between capital and labor so bitter last year has settled at least temporarily a good portion of these troubles, and I anticipate less plant trouble this year than temporarily

It is generally agreed that the recent currency legislation will do much good, and this with the tariff legislation out of the way should assist materially in bringing about better business conditions. I believe that the day has passed when fortunes can be made over night in speculating in stocks, bonds or securities, but I am a firm believer in the natural resources energy and meganity of the American people, and I believe



JOHN H. HIMMELBERGER, CAPE GIRARDEAU, MO. NEWLY ELECTED PRESIDENT OF THE ASSOCIATION







E E EURNS HUNTINGTON W VA TERST RALPH MAY CINCINNATE, O. SECOND VICE C M. CRAWFORD, COAL GROVE, O., TREAS-VICE-PRESIDENT URER

legitimate business ventures wil, in tuture reap as great, if not greater rewards than they have in the past. This country with its wonderful re-

Some scan I cover quickly from a deptession, and this may occur in a day. The weather is a factor in our business as in other lines. The open winter has afforded better logging conditions in the mountains than the average, but worse ones in the North and parts of the South.

I think in the production of lumber we should proceed with caution. It is certainly no time to expand our operation for the purpose of increasing our production. Increased production may slightly lower the manufacturing cost, but will decrease the selling values more than is saved in the manufacturing cost. While there is still room for improvement, and we have spent a great deal of time, thought and money in an effort to lower the cost and improve our manufacture, it occurs to me that we have not made as much advancement in the method of marketing our lumber as we have in its production.

If our manufacturing costs were increased in the course of a month \$2.00 per M. feet we would immediately have every foreman on the job on the carpet, fully convinced that our business was being improperly managed. How much more easily do we pass a cut of \$1.00 to \$2.00 per M. feet in our selling price, being satisfied with the statement of the sales manager that it was necessary to meet competition.

In my opinion the time has arrived when we have buying seasons in lumber as there are in other commodities. For the past few years there has been practically no business placed in July and August, yet that appears to be the time when we work our salesmen hardest, the result of which is procuring practically no business, but which has a tendency to hammer down prices. I believe the sooner we recognize this fact and keep our salesmen off the road during these two months the better will be the result. If they are good salesmen give them a vacation; if poor ones take them to the mills in an effort to make real salesmen and not order takers

If the lumber is to hold its place in the commercial world, modern methods as used in other lines must be followed by ours. A few years aro we felt secure that with the diminishing supply of standing timber the time would never come when the demand was not equal to the production. When substitutes for lumber began to make themselves felt we laughed at the efforts of their promoters and said the public would always want all the lumber that we could possibly produce. We made the same mistake that was made by the railroads and express companies, who did not cater to public opinion. Today the mails are full of literature from these companies with a view to molding an opinion favorable to them. Only the other day I received (as no doubt did many of you) a pamplied issued by the American Express Company marked "From the president's office," setting out the growth of the express business, what they were endeavoring to do and have done for the public, also how reasonable are their charges as compared with the service given.

An article in the Saturday Evening Post of December 20 entitled "Every Man's Castle" shows the vigorous effort being made to sell substitutes of lumber for building purposes. There is no disputing the fact that the market for lumber has been seriously encroached upon by steel and concrete substitutes, and the day has arrived when we must face this competition. A part of this substitution was absolutely necessary and cannot be successfully combaced. There is, however, an open field where lumber has merit over substitutes, and it is this field that we must strive to retain. In order to do so it will be necessary for us to increase our efficiency in the marketing of our product.

What opinion does the public hold as to the lumber industry? I believe that the public feels that the timber of this country is so nearly exhausted that it is only a question of a very short time until it will all be gone.

or so high in price as to make its use prohibitive. It is also the erroneous belief that all lumbermen are wealthy and there is nothing but profit in the lumber business.

The other day in the smoking compartment of a Pullman a discussion was raised as to timber and lumber, and a gentleman asked me if there were not a few white oak trees left in the country. Upon my reply that there was perhaps more timber left in the country than that of which the general public was aware, another one of the party mentioned that he had been of the opinion that there were larger returns in lumber than from any other business. I think that the lumbermen themselves are responsible for the views held by the public, for the reasons that they have continually insisted upon giving as a defense to all charges brought against the industry the scarcity and high price of stumpage, there not being the big profits in the business that are generally supposed. They have had to enlarge upon this feature of the game in order to satisfy their creditors, especially their bankers.

This association has carnestly striven to eliminate as far as possible the losses in marketing lumber by providing what I consider a fair sales code and set of grading rules. Without fear of contradiction I believe our sales code stands today as the clearest, the best and the fairest term ever presented to the lumber industry.

One of the great drawbacks to intelligently marketing hardwood lumber is the grade issue. This fact has been recognized by lumbermen and great effort has been made the past few years to accomplish a single grading standard as a basis upon which to transact our sales. Although repeated and carnest efforts have been made along this line, we do not appear to be any nearer a conclusion than we were five years ago.

This is a question in which the consumer is as vitally interested as is

This is a question in which the consumer is as vitally interested as is the producer. A man making a finished product from lumber today is competing with substitutes, and every penny expended in purchasing a higher grade of raw material than required for his specific purpose handicaps him to that extent in meeting the competition which he must face.

When this organization framed its grading rules they were not formulated in an arbitrary manner, but with a view to giving the consumer the grade required, as far as knowledge of the requirements were possible to attain at that time. All changes made in the rules since have bad this principle in view. Do you for one moment believe that an intelligent body of business men, such as compose this organization, would undertake to legislate a grade of lumber that was not adapted to the purpose of the consumer? One of the greatest difficulties that we have had to combat on this grade question is the lack of knowledge of the rules on the part of the buyer. He has been prejudiced against the rules by the erroneous impression freely advertised that this organization had as its object the continual lowering of grades. I do not know but what we have to some extent assisted in this impression by our frequent statement that the lowering of grades was essential on account of the growing scarcity of timber.

While it is true that the timber does not today produce as high grades as in the past. I believe that with improved methods of manufacture we can still meet the demands of the consumer for a satisfactory grade, provided he will lend his assistance toward utilizing the lowest grade that is profitable for him to use in the production of his finished commodity.

An illustration as to the extent to which our rules have been misinterpreted. I have frequently found people condemning our rules when in discussing the matter I find that they had scarcely read them, having taken someone else's statement as to what the rules provide.

On the question of specific grading, which seems to have been the principal point at issue. I have found some who made the statement that our rules provide for the grading of lumber on the best side, regardless of what the reverse side might be, and have made illustrations to me that a







W H WELLER, CINCINNATI O SECRE R M CARRIER, SARDIS, MISS. MEMBER CLINTON CRANE, CINCINNATI, O MEMBER EXECUTIVE BOARD EXECUTIVE BOARD

board could be 1s and 2s on one face and No 4 common on the other, and under our rules still be graded as 1s and 2s. I defy anyone to point out any paragraph or phrase in our entire set of inspection rules that indicates we grade lumber from one side only.

In the cut-up grades our rules provide for a given per cent of either clear face or sound cuttings, and you will find further that the rule provides the grade of these particular cuttings, describing in clear face cuttings not only the face but the back.

Read the rule on sound cuttings and tell me if you can inspect a sound cutting under that ruling without taking into consideration both sides of the cutting. In our grade of select poplar, which is strictly a one-face grade, you will find the rules provide as to the character of back the board must carry. It is true that we get our cuttings from the best face. If you want a breefsteak you do not send to a drug store to get it; we go where it is "at" and do not tell the inspector that the board must contain a given per cent of clear face cuttings, but you must go where it "aint" to get it. Any rule that provides for a clear face cutting with a further provision that it must be taken from the poor side of the board means but one thing and one thing only. Not what it says, a clear face cutting, but a clear cuttings. Why deceive or haggle; if clear cuttings are necessary say clear cuttings and clear face cuttings when clear is intended.

Is the consumer today demanding or getting the grades of lumber his specifications call for? Is it not a fact of general knowledge to every man in the manufacturing end today that a number of consumers grade specifications are higher than they are actually accepting. It is a common occurrence to hear a man in the trade say that "So-and-so specifies a grade that I would not think of furnishing at the price I am selling if I had to furnish the grade in accordance with his specifications. I know what his grade demands are, and I can afford to meet them at the price I am getting."

On the other hand, however, there are other consumers who have taken the time to familiarize themselves with the grading rules, and are demanding absolutely what they buy in the way of grades. What is the result? The consumer who is accepting a grade of lumber below that which he specifies is barring himself from competition of all producers except those who are familiar with the exact grade he will accept.

Again when selling consumers who are termed "technical on inspection." the seller is continually meeting competition of lower quotations by his competitors, who thinks he, like other consumers, is specifying a grade higher than his requirements, or that he is willing to accept. Is this chaotic condition in the inspection of lumber good for either the manufacturer or consumer? Is it not a fact that the only one who benefits is the one who is unscrupulous in his business methods. Are we to legislate for the legitimate or the illegitimate factors of the trade? Every effort to revise a grading rule has been met with the statement, "Do not change rules; if necessary increase the price," it being argued that uniform inspection could not be brought about unless the rules stood for a sufficient length of time until every one became familiar with them and that particular standard was recognized

Gentlemen, it is my firm belief that no set of grading rules for lumber will ever become standard until they are right, and for my part I am willing to change them every thirty days if necessary to make them right. Are we willing to admit that there is not sufficient intelligence in our business to properly interpret and apply a set of grading rules that are clearly written? I admit that in all the present inspection rules before the public there is at some point or other within those rules room for misinterpretation or misapplication, but I am not willing to admit that there is not sufficient intelligence to prepare rules that will eliminate these difficulties.

I might say in this connection that I am of the opinion that all grades of lumber aside from clear lumber should be graded as to the per cent of clear, clear face or sound cuttings that the board will produce, thereby reducing the matter of inspection to a mathematical calculation instead of the judgment of inspectors, as to the seriousness of any designated defect.

In making this statement I have in mind the general use of lumber and not the specific uses. There will always be a time when a special grade will have to be made to meet special requirements, but whenever that requirement reaches a magnitude sufficient to justify a standard grade, such grade has been and will always be provided.

It occurs to me that it is high time those interested in the lumber business, and in this I include the consumer, wholesaler and manufacturer, should eliminate the strife among themselves and present a solid front to our real and active competitors, the producers of substitutes for lumber. I venture the opinion that most of the difficulties and ills of the business could be remedied by a strong organization of manufacturers, and equally strong organization of wholesalers and even, if you please, a strong organization of consumers. Such organized bodies could thrash out and solve these problems easily and quickly.

I cannot close without one word on the matter of association, or cooperation. I believe that every man should affiliate and assist organizations which are striving with the problems that confront their industry. You will find in this, as well as in all other industries, a difference in men. There are those who give enthusiastically, not only of their time and money but the best that is in them in brain and power. Then there are those whose sympathy and direct interest lie in the association movement and who give liberally of their money but do not participate actively in the work by giving their thought to the problems that are to be solved. These men stand next to those who give both time and financial aid, and it is between these two classes that organizations are made effective.

There is another class which recognizes the benefits of association work and who are willing to derive the benefits therefrom without giving of their moral or financial support. They are what we might call "umbrella men." No argument can be used upon them except to appeal to their manhood and spirit of fairness.

There are others who do not affiliate themselves with associations justifying their position on the ground that associations are not properly managed or do not accomplish what they are attempting. At one time I felt the same way, and I remember distinctly resigning the membership of my company from this organization. At the request of the late Mr. Fisher I explained my reasons for withdrawing, and he, looking at me, said: "Young man, no one gets what he wants without fighting for it. If this organization is not being run to suit you, get in and try to fight it around your

I have been in the fighting ever since. I cannot say more to that class of men than Mr. Fisher said to me.

There are still others who do not take the time to consider whether it is to their interest to become affiliated with the erganization or not. Just stop to think how efficient any organization would be representing one hundred per cent of the output of any commodity. Its strength is only weakened as it falls short of this maximum percentage. We might well take a lesson from the Chinese, who recognize the wastefuiness of the lack of cooperation, who have guids or associations in every line of trade. If there are fifty tea dealers in a Chinese city the tea guild will consist of fifty members. It is one of the traditions of their trade that all should belong to the appropriate guild.

Our organization is not a social but a strictly business movement. During the two years which I have served as president there has never been a time that there were not sufficient funds in the treasury to carry out







W. H. DAWKINS, ASHLAND, KY., MEMBER FRANK F. FEE, DERMOTT, ARK., MEMBER W. B. BURKE, CHARLESTON, MISS., MEMEMER EXECUTIVE BOARD BER EXECUTIVE BOARD

any idea or work desired by your executive heard, and you will note by the trensurer's report that we do not owe a dollar; all current bills have been paid to date, and there is in our treasury the largest cash balance ever reported at an annual meeting. Do you think the members of this organization would give such financial aid to this work if they were not firmly convinced of its benefits to the industry?

Two years ago when elected to this office I told you that I would give you the best that was in me. It is with great satisfaction that I can conscientiously say today, "I have fulfilled that promise,"

I want to thank you for the hearty coöperation I have received as your executive officer, and I bespeak for my successor the same ardent and loyal support which you have given me.

Report of Treasurer C. M. Crawford was read by Secretary Weller, which gave the following statement of the association's finances:

Cash in Dank	. January	01, 10	10,		9	5 2,020.98
Petty cash i	n office					1.93
Cash receipts	of year	ending	January	16th,	1914	28,214.63

Total cash	\$30,540.54 24,841.98
Balance	\$ 5,698.56
Cash in office	

\$ 5,698.50

The secretary then read the report of the official auditor, which showed that the association's records are in first-class shape.

Secretary Weller read his interesting and instructive report, one of the strongest points brought out being the fact that the association has increased thirty-eight per cent in membership during the past year. This report follows:

### Report of the Secretary

BUREAU OF GRADES

During the greater part of the past year three inspectors have been employed by the association. They have been so located as to enable us to give prompt attention to complaints.

An accurate comparative statement with previous years as to the quantity of lumber reinspected cannot well be made, as since March 1, when the new rate of \$10 per inspection was adopted, it has been our custom to inspect, as far as possible, rejects only. This method of reinspection, which was, adopted after a careful canvass of the consuming trade and consultation with our members, has been most satisfactory to both.

Members applying for reinspection work are requested to coöperate with us and have their customers hold intact only the rejects if there is no complaint as to measurement, or unless for some special reason they desire the entire shipment surveyed.

We have done no loading this year at point of shipment except for export or shipment to the Pacific coast.

#### MILL INSTRUCTION

The members of this organization are realizing more and more that the keynote to the successful marketing of lumber is correct and uniform grading, and that an efficient inspection department is of first importance. Since May 1st Chief Inspector White has visited the plants of many

of our members and given grading tests to their inspectors with a view

to ascertaining whether or not they were making the best application of Hardwood Manufacturers' grading rules. After the tests were completed written reports were made for the management showing the results of these tests. Some of our members have been so well pleased with this work that they have called for the chief inspector's services a second or third time, feeling that it served their best interests to keep their inspection department at the top notch of efficiency.

This feature of our work is decreasing to a great extent the claims that are so annoying to the shipper and buyer of lumber.

The man who grades lumber stands in the position of handling his firm's money, and it should be his employer's first thought to learn whether he is efficient and knows the correct application of Hardwood Manufacturers' Association's grading rules. An educated inspection force will reduce the number of complaints. The concern that ships uniform grades and bullds a reputation for giving its customer what he requires will have acquired an asset of inestimable value.

This service is free and we urge all members to adopt the plan of periodically checking up their inspection department. Non-members who are interested in this work are invited to write the secretary and arrange for the chief inspector's services for a day or two so that he can show them just how our rules apply.

### , GRADING RULE BOOKS

The grading rule books which were issued April 10, 1913, have been distributed in large numbers to manufacturers and consumers of hardwoods. Our members have found it a good practice to order them in quantities and distribute them to their customers. Not only have the books been distributed in this country, but in Canada and foreign countries as well.

At the request of the Rallroad Storekeepers' Association, by which these rules have been adopted, the Master Car Builders' Association and the Master Mechanics' Association, we issued 2,500 copies of grading rules covering railroad construction timbers in which were illustrated the various defects described in these rules, and sent them to the Railroad Storekeepers' Association for distribution. These rules are a reprint of those published in our book of standard rules of April 10.

### MARKET CONDITION REPORT

Owing to the condition of the lumber market, this report has been issued only once in book form, the date of issue being May 20. Monthly supplements to this report have been distributed. These supplements show the number of sales made under or above the prices of the various woods published in the report of May 20 and the variations from list at which these sales were made. These reports we believe have reflected accurately the prices that prevailed at time of publication.

The membership is urged to cooperate with the secretary in the preparation of market reports, and a prompt response by every member to requests for information will improve this service.

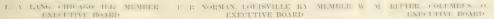
Reports are furnished to members only.

#### COMMERCIAL REPORTS

Our members find that the interchange of ledger experience, as given in these reports, is a safe basis upon which to found their judgment of credits.

It is not our purpose to give the capital rating or financial standing of a prospective customer, but to indicate whether he is prompt pay, settles by note, meets notes prompily, settles accounts according to agreement, accepts inspection rules of this association, makes unjust claims upon grades, amount of credit to which he is probably entitled, whether he is considered a good risk, etc., etc.







EXECUTIVE BOARD



ENDOUTIVE BOARD

The method of preparing this it puts is as follows. Upon recept of an megative we man dust a send on a proceed form to our entire member ship requesting them to give their experience with the concerns listed. based upon actual business dealings in the past. The answers to these questions are reproduced exactly as they are received by us and sent in strict confidence to all members who participate, without divulging the names of the concerns giving the information. Any member is privileged to ask for these reports.

This feature of our work is not in competition with any recognized credit organization. The information we give is usually of a character that can-not be furnished by anyone else. This service is for members only and there is no extra charge for it.

The use of our sales code is becoming more prevalent and its value recognized, and we urge all our members who are not using it in making quotations to give it their earnest consideration.

Many concerns have printed on their letterheads immediately under the salutation, others use a rubber stamp which is furnished by the secretary upon request, the following:

All quotations and contracts are made subject to the sales code and inspection rules of the Hardwood Manufacturers' Association of the United States now in effect, copy of which will be furnished on application.

This form was adopted by the executive board, after much thought and investigation, as being comprehensive and protecting alike buyer and seller, and a clear understanding of the terms of sale before the order is closed eliminates much trouble and possible loss in case of dispute, as the terms of sale and method of adjustment are explicitly set forth in this code.

EXECUTIVE BOARD MEETINGS

Your executive board during the past year has held four meetings, the dates being May 17, August 26, November 28 and January 20.

This department has issued during the past year eight bulletins in which suggestions of interest and importance to the industry have been placed before the members. Along this line might be mentioned an article in the July Bulletin in which attention was called to the fact that both sides of the board must be considered in making a grade of lumber under Hardwood Manufacturers' Association rules. This was done for the reason that there existed, particularly in the consuming market, a feeling that all of our grades were made strictly from the better face of the board.

Also call attention to an article in the September issue on the advantages of shipping uniform grades. This was touched upon in this report under the head of Mill Instruction.

We believe that the "Stock Wanted" and "Stock For Sale" departments of the bulletin has led to considerable new business for some of our members

The financial condition of the association, as set forth in the treasurer's statement, which has been checked and approved by the official auditor appointed by President DeLaney, is most gratifying. The association starts the new year with all debts paid up to date of closing the books and with a very substantial balance in the bank.

Despite the fact that there has been some complaint of slow collections in the past few months, the association has suffered very little in this respect. Its members have realized that the organization is worth more to them during periods of depression than at any other time and have not withheld their financial support.

MI MERISHIP

The membership of the association has increased very materially in the past year, the gain being about thirty-eight per cent, the largest increase for any year in its history. This is evidenced by the financial condition of the organization, which is much better than at any time in the

Among our members are the largest producers of hardwoods and owners of timber in the Southern hardwood district.

We have taken an active part in the fight against substitutes which has been waged by the lumber associations in the last few months. cially have we tried to have the interests of lumbermen protected in the steel car legislation by asking our members to take up the fight through their congressmen and senators, from whom numerous letters have been received promising their support. We think that the result has been that most of the legislators from the hardwood producing district are now thoroughly alive to the interest of their constituents and that when bills are presented proposing the elimination of wood from car construction good reasons will have to be shown why it should be climinated before such will receive their support.

We do not favor the wooden car, but we do believe that the combined steel and wood car has merits that are worthy of consideration, and all we ask is that before any laws are enacted both sides shall be given a fair and impartial hearing and that the case be decided on its merits, and that lumber shall not be legislated out because of the public hysteria which has been created by lurid accounts of wrecks which have been published without proper consideration of the real cause.

Your secretary has devoted more than half of his time since coming with you May 1 to traveling among the mills in the interest of the asso ciation. Personal work is the most effective means of building up and maintaining the organization.

It is gratifying to see the interest that the concerns not yet affiliated with us take in our work, and the general feeling is that the Hardwood Manufacturers' Association of the United States is the one great organization which has made it possible for the producer of bardwood lumber to market his product at a reasonable profit and for the consumer to feel sure that when he buys lumber he will receive what he has ordered.

This has been accomplished largely through our grading rules, which have been framed with the interest of the manufacturer and consumer in mind; the inspection department, which stands for a square deal on both grades and measurement, and its publicity department, through which it endeavors to keep its members in touch with market conditions and all things of vital interest to the industry.

I desire to thank the members of the association for their assistance in helping to promote the welfare of the organization and their cooperation with the officers in the work that has shown such good results the past year.

R. H. Vansant then moved that the president appoint committees on officers' reports and on resolutions. The motion being carried, President DeLaney appointed as the committee on officers' reports E. A. Lang, chairman; G. E. Luehrmann, S. B. Anderson and Claude Moore. On the resolutions committee he appointed Thomas W. Fry, chairman; A. P. Steele and Ralph May

The afternoon session was opened by a motion from R. H. Vansant, suggesting that the president appoint the nominating commit-







E O ROBINSON, CINCINNATE O. MEMBER S. LIEBERMAN, NASHVILLE, TENN., MEM W. B. TOWASEND, TOWNSEND, TENN., MEM-EXECUTIVE BOARD BER EXECUTIVE BOARD BER EXECUTIVE BOARD

tee. This motion being duly carried, the president announced that he would read the names of this committee later.

President DeLaney introduced John A. Fox, representing the Mississippi River Levee Association. Mr. Fox announced that he had requested the opportunity of addressing the meeting on behalf of the levee project and then told in a very concise and convincing way of the purposes and importance of that proposition. He stated that he had asked for the opportunity because an adequate levee system is essential to the lumber interests operating in the 29,000 square miles embraced in the Mississippi delta. He stated that thirty-one states send their overflow water down through the Mississippi and that the damage resulting from the insufficient levees is tremendous.

He stated that his association is trying to bring the national congress to a full realization of the importance of work of this sort and stated that it is vastly different from any flood problem that confronts any nation or locality on the globe. According to the statement of Mr. Fox, \$70,000,000 have already been secured through local taxes and the project needs a further \$60,000,000 to put it through. He stated, however, that in his opinion the government will concede its duty in this direction and take hold of the rest of the work to be accomplished. The Mississippi River Levee Association was formed for the purpose of pushing this project and is now urging the passage of the Ransdell-Humphreys bill at Washington, which will provide for an appropriation of \$12,000,000 a year for five years, to be used for purposes as outlined by government engineers. He suggested that interested lumbermen lend their assistance to securing the passage of this bill.

R. H. Vansant then presented a resolution bearing on this project, as follows:

WHIREAS, The hardwood lumber industry of the United States is serious ly injured by reason of the floods in the lower Mississippi valley; and

WHERLAS, These floods are caused by the drainage waters of thirty one states of the nation, or more than forty-one per cent of its total area, thus rendering the problem distinctly a national one; and

WHEREAS, Plans and estimates have already been submitted by the corps of engineers of the United States Army and by the Mississippi River Commission for controlling these floods by a system of levees and bank revetments, at a cost not to exceed \$60,000,000; and

WHEREAS, A measure known as the Ransdell-Humphreys bill, now before Congress, provides for an appropriation of such moneys as are needed to carry these plans into effect; therefore, be it

RESOLVED, By the Hardwood Manufacturers' Association of the United States, in session at Memphis, Tenn., this 21st day of January, 1914, that we heartily endorse said measure as affording the most direct, feasible and practical means of solving the flood problem in the lower Mississippi river and respectfully recommend it to the members of Congress as worthy of their support; be it further

RESOLVED, That a copy of this resolution be sent to the president and vice-president of the United States, to each member of the cabinet and to each member of the Senate and House of Representatives in Congress.

President DeLanev announced the nominating committee as Simon Lieberman, Nashville, chairman; E. L. Davidson, Parkersburg, W. Va.; Leon Isaacson, Coal Grove, O.

James Boyd of New Orleans then read the following interesting paper on logging methods and the Southern Loggers' Association:

### Logging

On account of the good work of the Southern Logging Association, organized by me in 1910, which has come to its attention, the board of governors of the Hardwood Manufacturers' Association of the United States invited me to talk to you today about logging.

There is no department of lumbering, with the possible exception of the sales department, where there is an opportunity for so much loss as in the logging department.

Prof. R. C. Bryant, professor of lumbering, Yale Forest School, Yale University, in a recent letter says:

University, in a recent letter says:

I have traveled over the greater part of the South during the last seven of civil vears, and have visited a good many operations. One thing that strongly impressed me in the begging work has been the last of standardization of logging methods, even where operators were work the southern logger knews to the similar. There always fet that the southern logger knews to true the similar. There always fet the southern logger knews to true the similar way amonast my friends in the South who are engaged in the lumber business, the advisability of sending their logging superintendents around to visit operations of at least the companies in their vicinity.

I believe that your association can do a great work by attacking the problem of standardizing methods of operation in the South. It is possible that you already have this in mind. It would seem to me that it would be money well spent to employ one of your most efficient loggers to study the various methods of operation, and to bring before the members of your association the best points of the more efficient operations. I do not know of anything that would be of more real value to the industry than work of this sort.

The object of the Southern Logging Association is to bring about a low

The object of the Southern Logging Association is to bring about a low cost of logging, which can be done only by standardization, while standardization can only be accomplished by a discussion of methods at frequent intervals by men who are actively engaged in logging operations. The Southern Logging Association affords the medium of exchange of ideas and experiences in an orderly manner. Its greatest accomplishment has been to stimulate each superintendent to compete with himself, so that he is constantly lowering his costs. Instead of approaching his work with an attitude to get through with it anyway so it is done, he makes a study of it, having in mind solely how it can be done in the quickest time and at

At our meetings we take up every phase of logging. We usually begin with the tree, ending with the mill pond. In the last two years lower stumps are common practice, resulting in a saving of considerable lumber in the best log in the tree. One of our members says his employer says that since he attended our meetings he saves twenty per cent of what he used to waste. Laying out spurs and building railroads are subjects that are always fruitful for discussion. It has developed that steel gangs handle four, five and six rails a day up and down to a man. The superintendents who were getting only four rails found out that they were deficient, so when they got home they speeded up their gangs. Some men use hewn ties, others poles. A variation in the prices paid for ties resulted in savings to those who had been paying too much.

At one of our meetings inquiry was made as to the cost of unloading coal burned in locomotives. It was found that it varied from \$3.20 to \$15 a car. The \$15 man was using his section crew to do the work. One man said he had been paying \$10 a car, which he thought too much, so he looked around, finding a man who would do it for \$5. He then found some men who would unload it for eight cents a ton. Another man said







R. H. VANSANT, ASHLAND, KY, MEMBER E. M. VESTAL, KNONVILLE, TENN, MEM I. R. GADD, CHICAGO, ILL., MEMBER EXECUTIVE BOARD.

EXECUTIVE BOARD.

it cost him only fifty cents a car. He built a trestle, insisted in getting

coal in hopper cars and dumped the coal Incidents of saving are many. There is on file in the secretary's office if letter from a lumber company acknowledging a saving of \$6,000 because it sent its superintend at to one of the inectings. He had a problem as to how to get to certain timber and to get it out. He outlined his plan. It was discussed, new views were proposed, and an agreement resulted in a plan that effected the saving.

The program at our annual meeting in September included addresses on possibilities of a second cut of Southern pine; close utilization of timber; organizing new logging camps; camp boarding houses, or how to feed men; detailed accounting; bonus system or task work; log cutting; feed; civil engineering problems; fuel and care of engines and welfare work in logging; camps. All of these addresses were discussed. In addition there were discussions of problems in logging hardwoods, cypress and yellow pine; problems of skidders and loaders; care of blocks and wire cable; laying

Most of these subjects have a direct bearing on hardwood logging. Another subject of greatest importance to hardwood lumbermen is the discovery of some cheap method of keeping bugs out of logs at certain seasons of the year.

Economy in your logging operations will result if you will join the Southern Logging Association. We will hold meetings especially for hardwood interests at convenient places when nothing but subjects pertaining to hardwoods will be taken up and discussed. The need for such meetings will be apparent when I tell you that I sent out letters to five mills each in Arkansas, Louisiana, Mississippi, Alabama, Tennessee, Kentucky and West Virginia asking for information regarding costs, so that I could submit It to you, but it has not come in such shape as to be available for comparison.

One concern writes:

We regret that we haven't our records in such shape that we can give you the information requested.

Another writes:

Our cost runs around \$5 to \$5.50 per M log scale. We log oak, ash, gum, elm and a small amount of cypress. Logs average fourteen feet long, two logs to the tree. Use skidder and teams. Lands, bottom lands

Another writes

Our logging is done with teams and a steam loader, the average cost being cutting \$1, hauling \$3, train road construction \$1, train road operation fifty cents; total average, \$5.50. Handled, 1913, 4,000,000 feet Lourisians.

Another writes:

Our logging to mills costs us from 83 to 85 per M log measure. Our theograd lands are all located in middle Tennessee, oak, poplar and closition.

When the St to S5 for most of the logging that we have done. We operate in several localities, Virginia. Tennessee and North Carolina. Most of our logging is of a very rough character, being well up in the mountains. It is all done in the old fashloned way, with cattle, horses, mules and men.

Another letter reads:

The way in which our stumpage is used makes it a little difficult to compily with your request for logging statistics, but I will give you all of the increasing that some perfluent.

You understand, of course, that we are using our large timber through the mills and the cut-over lands are then being worked for the tie timber left on them. In addition to this we supply the timber for an ash handle factory, a bickory and oak spoke factory and a heading mill, so you can see that our entire timber operations contemplate the practical removal coall the stumpage from our lands. The material averaged 186 feet, part of them having come down other plant he balance having heen brought in by our logging train.

The cost of delivering the logs to the mill was \$7.67 as compared with \$7.51 a year ago. The total amount manufactured into lumber was 28, 242.542 feet. We use some home-made log loaders, built on the style of the old Decker-Spud-geared loaders that were in vogue some time ago. These we find very satisfactory for our type of logging. We work cittle and mules.

This section of the country is made up largely of what is known as ridges and swamps. The ridges are simply little elevations which stay that the control of the country is made up largely of what is known as ridges and swamps. The ridges are simply little elevations which stay from this of betaber. November and December, so as not to be compelled to work in the water during the winter or wet season. Of course, there are some special log bills to come out all of the time, and we maintain an organization for that purpose. When it is too wet to work the low places we try to work the ridges, and so far have succeeded in doing this very nicely, so as to keep the mills supplied with plenty of timber right along.

this very nicely, so as to keep the mills supplied with pienty of this cright along.

As soon as our logs are cut (no matter whether it be in summer or in winter) we creosote the ends with a weak solution of a home-made mixturer) we creosote the ends with a weak solution of a home-made mixturer) we considerably cheaper and serves the proper lists and the result of the mill and we maintain two engines to handle the loading. These are small saddle-tank engines, and the road work is done by a standard locomotive of the mogul type. This road locomotive makes two trips each day and brings the trains into the plant, where they are taken in charge by another standard locomotive and the logs are unloaded into the river. The floaters are sent down stream to our No. 1 mill and the sinkers are picked up by an overhead troiley and taken to the No. 2 mill.

Another operator, who is getting out mostly cottonwood and gum with

Another operator, who is getting out mostly cottonwood and gum with

another operator, who is getting out mostly cottonwood and gum with about fifteen per cent of oak and miscellaneous hardwoods, reports:

During the period January 1, 1913, to october 1, 1913 we located 14-114,123 for at the following costs: Timber cutture, 57 cents; logsing to track, \$2.17, loading cars with loader, 31 cents; railroading to mill. \$9 cents; total, \$3.94. Tracks are usually laid half a mile apart, so that hauling is from a pickup to half a mile. The cost of railroading is based on tariff rate of our incorporated road. Logs average three to tree, and about four to the thousand feet. Arkansas bottom lands; skid with teams.

You have just listened to reports from six logging operations. There is the data before you. The lowest cost is in Tennessee, where one concern reports cost of from \$3 to \$5 a thousand and another \$4. Neither company gives the amount of logs put in by it. It is too bad that the details were not furnished to us, for then we could make a close analysis, determine which was getting its logs in the cheaper and show where the other concern could save money. That is what the Southern Logging Association does for those who attend its meetings.

Two reports come from Arkansas. One gives costs at \$3.94, the other \$5 to \$5.50 a thousand. The latter does not give details. A Louisiana operator reports \$5.50, giving details. These three operations are under similar conditions as to country. If the Arkansas \$5.50 concern had given us details of its operations, we would have a basis for a profitable discussion. \$5.50 proposition. In Louisiana cutting was \$1 a thousand, in Arkansas 57 cents a thousand, a difference of 43 cents in favor of Arkansas. do not know why there should be this difference, but there is an opportunity for the Louisiana man to scale down his cutting cost. He put in 4,000,000 feet last year. If he can save 43 cents a thousand, he would save \$1,720. This possibility would have appealed to him when the subject of log cutting was brought up at a meeting of the Southern Logging Association, causing him to find out there and then why the other man was able to save so much.

The Louisiana concern reports cost of hauling logs to track \$3 a thousand. The same Arkansas concern reports \$2.17. Both use teams. This is a difference of 83 cents a thousand in favor of Arkansas on hauling, or a possible saving of \$3,320 on the annual output of the Louisiana concern.

The Louisiana concern reports no cost of loading on cars while the Arkansas concern reports 31 cents. If the cost of loading is included in







GEO E W LIEBERMANN, ST LOUIS, MO. W E DELAMED CINCINNATE O. CHAIR THOS W FRY, ST. LOUIS, MO. MEMBER MEMBER EXECUTIVE BOARD MAN EXECUTIVE GRADING COMMISSION EXECUTIVE GRADING COMMISSION

the 83 haating cost of the Louisiana company, and 31 cents loading is added to the 8247 banding cost of the Arkansas company, the handing and loading will be 8248 as against 85. There is room here for an in vestigation, which would undoubtedly show where savings could be made On this basis the Louisiana concern could save \$2,080. We have figured a possible saving of \$1,720 on log cutting, \$3,320 on hauling, or \$2,080 for hauling and loading, a total of \$5,040 or \$3,800.

The tram road operation of the Louisiana concern cost 50 cents, as against 89 cents tariff for hauling logs of the Arkansas company's incorporated road. There is no data as to the length of haul. The Louisiana operation has \$1 a thousand for tram read construction, which does not appear in the report of the Arkansas operation, although its spurs are placed half a mile apart. It may be that the incorporated road of the Arkansas operation pays for the construction of spurs and the operation of spurs and main line.

Another Arkansas operation reports log scale

Catting 11,682,799 feet, 80,987 per M; team hauling, 9,776,514 feet, 82,126; steam skilder, 1,906,285 feet, 82,247; steam loading, 11,317,415 feet, 82,247; railroad expense skilds to and 1,822,309 feet, 83,512; total cost 87,297 fog scale. Rough, quite hilly in some sections and bottom lands. Hardwood logging done along with pine. Hardwood logs average 160 feet of lumber.

As compared with the \$3.94 operation it pays 41.7 cents more for cutting; 4.4 cents less for team hauling; 31.2 cents more for steam loading; \$3.512 as against 89 cents for transportation, or as against \$1.50 for the Louisiana operation. One of these Arkansas operations put in 14,114,123 feet of logs and the other put in 9,776,514 feet with teams; cut, 11,682,799 feet, loaded 11,317,413 feet; and hauled over the railroad 13,223,698 feet. These two concerns could get closer together on several items.

Here is a statement from a Mississippi company giving comparison of three years' work :

	1911.	1912.	1913.
Scaling		80.04	\$0.04
Cutting	.83	.80	.79
Hauling to track	2.33	2.44	2,38
Building railroad	- 743	.75	.7.7
Labor loading cars	.22	.23	.20
Repairs to loaders	.05	.08	.09
Oils for loaders	.01	.01	.01
This for loaders	.111		
Fuel for loaders	.04	.04	.03
Labor transportation to mill	.27	.30	.26
Repairs to locomotives and cars	.54	.249	-3-3
Oils for locomotives and cars	.01	.01	.02
The last terms the same than t	.08	.25	.23
Fuel for locomotives	.28		
Main line maintenance	.10	.14	.14
Labor unloading at mill	.11	.08	.10
Repairs to locomotive crage	.04	.04	.02
Fuel for locomotive erane	.01	.01	.02
Insurance and taxes			
Themsalice and taxes	.02	.01	,03
10	O W	2 11 11	1.30
Totals	\$5.64	\$5.50	\$5.33
Amount 1911-27.315.742 feet.			
1012 24 700 478 foot			

Note how the cost has steadily decreased, a saving of \$5,034.55 in 1913. The company reporting has been a member of the Southern Logging Association since its organization.

Timber runs 42 per cent oak, 53 per cent gum and remainder ash, elm and mixed hardwoods. Timber averages 375 feet to log and about 21/2 logs to the tree. Logs average eighty per cent 14 feet and 16 feet lengths. All logging is done in bottom lands, which is perfectly flat, and at certain seasons of the year very wet. One ground skidder and two loaders are nsed.

From the reports to which you have listened, that go into detail, the

following table is made: Cutting, 57c, 83c, 98.7c, Hauling, \$2.126, \$2.17, \$2.38, \$3. Loading, 31c, 33c, 64.2c.

Railroad expense, including spars and main line to mill 89c, \$1.50,

A number of replies were also received from concerns that do their logging by centract and from others who buy logs delivered on railroads. None of them, however, gave any figures.

You will be surprised at the way your men will take hold of these logging meetings, how well they will talk and criticise, with what vigor they will attack their work when they get home, and how your costs will decrease. Many times has the statement been made, "There are no two logging jobs alike, so that the costs are the same."

It is true, but if the man who is in charge of the logging as a result of attending legging meetings becomes so impressed with the idea of keeping down his costs that he works with no other object in view, he is constantly saving you money, so that the \$10 a year the association costs you is an investment bringing in dividends every day in excess of the original amount invested.

The constitution of the Southern Logging Association provides:

The constitution of the Southern Logging Association provides.

The membership of this association shall consist of mill owners and timber owners represented by their logging superintendents and general managers and contractors, whose daily output is 10,000 feet or more and who are in actual operation for some lumber manufacturer.

Your membership is invited. It will return the investment many times

Effort, to be productive, must be organized and directed. Few persons work to advantage alone. Most of us lack initiative. This makes organization

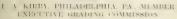
In the discussion which followed, many interesting points were brought out, which demonstrated the necessity for more uniform methods of logging in hardwood operations and that such uniformity could be at least partially secured by a full membership in the logging association.

R. M. Carrier of Sardis said that hardwood men were not adequately represented at the recent meeting of the association at New Orleans. He suggested that hardwood loggers should either organize a separate association or that a hardwood branch of the present association should be formed. He said further that he had been assured that the association would maintain such a department if adequate membership were assured. He said that he preferred the maintenance of a hardwood department in the present logging organization.

In response to the criticism of C. Crane, to the effect that different conditions would prevent benefits to hardwood operators except by district, Mr. Carrier responded that he made no suggestion that the association as an association endorse the project, but that the individual members take out membership in the present logging association.

E. B. Norman of Holly Ridge, La., said that he had attended the recent meeting at New Orleans, being a member of that association, and that he and his logging superintendent derived great benefits. He said that the average logging operation has been far from scientific, but that there is unquestionably an evolution in modern logging which is now taking place, the principal change being from the former methods of logging by animals to the adoption of logging by machinery wherever it is at all possible. He stated that in his opin-







KIRBY, PHILADELPHIA, PA. MI MBER C. L. HARRISON, CAPE GIRARDEAU, MO-MEMBER EXECUTIVE GRADING



ALBERT KRACTZER, VICE PRESIDENT THE KRAUTZER COMPANY, CHICAGO

ion much benefit would result from sending logging superintendents to the meetings. T. M. McCormick of Surdis, Miss., an experienced logger, said that he had learned more in the one meeting he had attended than in ten years of practical experience. Mr. McCormick said that most of the loggers attending that session had come equipped with facts and figures. He cited as one instance of the beneficial suggestions that were presented a statement from one of the camp managers in attendance whose figures showed that the cost of boarding his men was but one half of that of any of the others attending. When asked to prove these figures, he said that he employed part of the time of certain employes in his camp to plant and taise vegetables and as a result he bought none of this class of food.

John H. Friant of the Himmelberger-Harrison Lumber Company expressed his opinion of the possible results to be derived from such an organization. He said that it costs him about \$4.00 to cut and deliver his logs to the tram road. E. W. Tschudy of Memphis Tenn., expressed himself as believing most heartily in the logging association and its purposes. Mr. McGraw said that his chief objection to this association was that he was a logging contractor and that he did not want the millmen to have too much information.

Claude Moore then stated that he is cutting out all day labor and that he is paying not over \$2.00 for pick-up of one-half mile and less.

T. E. Day said that he hires all logging by the thousand and that he does his cutting by the day. He stated emphatically that the man that cuts by the thousand ruins untold quantities of timber. This statement was greeted heartily by the listeners. Mr. McCormick then said that there is a great difference in the height of stumps left in the woods. He said that this is one of the important questions that comes up before the logging association and that since its organization the height of stumps has been very materially reduced. He expressed himself as believing that hardwood operators should all join the organization.

James Boyd, secretary of the logging association, then said that it was not necessary for hardwood men to meet with pine loggers at New Orleans, but that meetings could be held at any convenient

R. M. Carrier moved that a committee be appointed to report on the discussion at the next session. The motion was carried.

President DeLaney announced meetings of the executive grading commission and of the executive board. He appointed the following committee to report on the logging discussion: T. B. McCormick, chairman; J. H. Friant and E. W. Tschudy.

Thursday afternoon's session was opened by the committee on of ficers' reports, which recommended the adoption of those reports. The motion of the chairman of the committee was seconded and duly carried.

J. E. Rhodes of Chicago, secretary manager of the National Loinber Manufacturers' Association, told of the purposes and accomplishments of that organization and of the various broad questions which it is attempting to solve. His outline of the broad field of national association work was listened to with interest. He then described the Forest Products Exposition, which will be held in April and May at Chicago and New York, and told of its purposes and the vastly important position it bears regarding the market for products of the American forests. He urged that the members of the Hardwood Manufacturers' Association lend their interest and assistance to this project and urged them to participate in the expositions.

J. H. Friant, chairman of the committee on logging, then reported, recommending that the association commend the work of the logging association, and further recommending that individuals become members of that organization. The report was accepted.

R. H. Vansant, chairman of the executive grading commission, then reported the changes recommended by that body, as follows:

### Report of Executive Grading Commission

On elm, maple and sycamore the grade is to be made the same as on gum and cottonwood in the number 2 and 3 common grades. This will standardize the cuttings in all woods except those commonly used for manufacture into clear cuttings

WAGON STOCK GRADING AND INSPECTION RULES

### Wagon Box Boards

Basswood, Bay Poplar (Tupelo), Cottonwood, Gum, Poplar and Magnolia. WIDTHS Wide, 13 to 17 inches Narrow, 9 to 12 inches

LENGTHS 12, 14 and 16 feet, but 15% may be 11, 13 and 15 feet THICKNESS Must be I linch thick when shipping.

DEFECTS. Must be tree from detects, excepting that no objection will be made to bright sap or sound discolored sap; also one sound knot, not to exceed 114 inches in diameter or its equivalent, showing on one tace only Eleven feet lengths to be free from splits; 12, 13 and 16 feet lengths will admit of a 12 inch split in one end or its equivalent in both ends. 14 and 15 feet lengths will admit of splits not to exceed 6 inches in one end or its equivalent in both ends

NOTE. Sixteen feet lengths may have other defects so that the board will make one side 11 feet long and one end piece 3 feet 6 inches long

Nort. Five per cent in feet of a spipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards, separate tally to be kept of such

boards, showing reduction in measurement

Not1 - Inspectors are cautioned that "Woodly" cottonwood and lumber o warped that it cannot be used for box boards must be excluded from

The changes were adopted as read

Mr. Vansant stated that he had been chairman of that body for twelve years and that he desired to retire and expressed the wish that President DeLaney be appointed in his place.

Thomas W. Fry, chairman of the resolutions committee, read the following resolutions, and supplemented them later with a resolution thanking the trade press for assistance given the lumber association:

Recovery. Let the thanks of this association be tendered to the speak of the mooting to M. Bryan, J. M. Terther and J. D. Allen, for the his potential of them works and to fames Boyd, J. F. Rhodes and A. Krietzer for the theoryth and care gaven to their papers and to the great and of monarion transition.

WHEREAS, The members of the Hardwood Manufacturers' Association of ct. rands farm's who are a fortunate as to be at this meeting, have enjoyed themselves to the utmost; and

WILLIAMS The activity and hospitality of the Lumbermen's Club of Memphis contributed in a large degree to this enjoyment; and

Wire as The committee of the Lumbermen's Club of Memphis has been indefatigable in its efforts to make the occasion a successful and enjoyable one; therefore, be it

RESOLVED. That this association hereby express its gratitude to the luminarium is cluo at Memphs for all it has done in their behalf RESOLVED. That a vote of thanks be tendered to the retiring officers and

Resolved, that a vote of thanks be tendered to the retiring officers and executive board for their untiring efforts toward the furtherance of the objects of the association; their work well shows in the great interest shown at this meeting, in its increased membership and in its substantial bank bainace.

Whereas, Representative K. D. McKellar has introduced in the House of Representatives Bill II R 9771, which provides and makes it compulsory for carriers to Issue through bills of lading; and

WHEREAS, Representative K. D. McKellar has introduced in the House of Representatives 13D H.R 94753 which amonds the Harrer act to the extent of making owing manager, agent or master liable for loss or damage arising from faults or errors in navigation or management of vessels; and

WHEREAS, Our members are vitally interested in seeing these bills enacted; therefore, be it

RESOLVED. That this association in joint convention go on record as approving these bills, and that a letter be written the speaker of the House of Representatives asking for their prompt consideration.

The resolutions were adopted as a whole.

Albe t Kraetzer of Chicago gave an interesting talk on scientific lumber drying:

### Scientific Seasoning of Lumber

I'm going to talk on a subject that is as old as the "Hills" (meaning Sam Hill and "Yim" Hill). Let me first draw your attention to the deterioration or waste that occurs during the period that elapses between the time good lumber is taken from the chains and poor lumber is taken down from the pile. To the average sawmill man this is not so apparent, because he is used to it, while an observant outsider may see it instinctively. The sawmill man will try to save ten cents per thousand in the cutting of his lumber; I am concerned in reducing his loss in degrade during the drying period. I'm concerned in reducing his loss in degrade during the drying period. I'm concerned in cutting down this loss from \$1.50 to 50 cents. In 1912 over thirty billion fect of lumber was produced. Suppose only 50 cents per thousand of degrade on only ten billion feet of this had been avoided; five million dollars would have been saved. Let's try to save some of this for ourselves.

Not all improvements originate from the inside, but when they originate from the outside they are mostly due to the desire of the originator to make some money for himself thereby. Occasionally an improvement is suggested by an outsider, on the spur of the moment, without expectation of an emolument.

A case in point happened to me. For a number of years—a period I'd like to forget—I was engaged more or less unsuccessfully in trying to amass a competence by the manufacture of interior trim. One day an acquaintance, a music teacher, came in to have a special music rack made. He had a sketch that looked like a cubist picture of the bray of a donkey, and as we were very busy finishing up a sixteen-flat building, I tried my best to turn him away, but he stuck. Finally I offered to get out the necessary strips for him, and this he met by the flatfooted assertion that he could not drive a nail straight. So the easiest way to get rid of him was to make his contraption.

While this was being done he wandered around to where a couple of workmen were assembling the first of sixteen rather elaborate sideboards. He watched them for a minute or two and then called me over. "Say," said he. "why don't these fellows put that thing together this way?" I clocked at him just as most of you would look at a stranger that presumed to criticize your methods: but I had sense enough to give him a second thought, and, sure enough, what he had seen was true, and we saved over a dollar aplice on fifteen sideboards. Of course I appreciated his suggestion, and to show my appreciation I charged him \$1.25 for his rack instead of \$1.00, which I think was letting him off very reasonably.

My plant was located in a distant corner of Chicago, and our product for years consisted of pine finish. The cork pine of those days was easy to work; was straight and easily dried; so when our trade gradually required more and more hardwoods, our troubles increased. What struck me most was the crookedness of hardwood as compared with pine, and I often wondered how a sawmill could possibly produce so poor an article—how it could possibly lead its saws around the curves.

Then a chance presented itself to visit a southern sawmill, and when I saw the beautiful lumber that came from the chains, I said to myself, "Aha! I've discovered something. This isn't the kind of lumber I've been getting. This isn't the wind of the thing of the process of the same that they

kept on sawing the same beautifully manufactured boards. Then I interviewed the sawyer. I complimented him on the excellence of his product and asked him, "When are you going to saw some crooked stuff? I am curious to see how you do it." He was a big burly guy with large competent bands, and when he stopped his carriage and looked at me in that tone of voice I was instantly reminded that I had pressing business else-So I wandered out to the yard. There I saw the kind of lumber I had been getting, coming down from the pile. Just then the yard foreman hove in sight and I tackled him. Said I, "Mr. Smith, where do you keep your straight lumber?" I just knew from his looks that he wondered who had left the gate open. "I mean the kind that is coming off the chains now." The same expression that had been on the sawver's face came over his, but as he was a rather small man I stood my ground. "This is some of it," he said, and added belligerently, "what's the matter with it?" Dubiously I walked away from him. Was I seeing things? Or was he so obtuse that he could not see the enormous deterioration the lumber had suffered in its progress from the chains to the dry state? Honestly, he hadn't noticed it. Nobody connected with the institution had It seemed to be taken for granted, at least, that particularly noticed it. this big loss could not be avoided, or rather they did not seem to know there was a loss. They didn't even want to waste time enough to talk about it; on the contrary, they talked me into buying a carload or two, and so I dismissed the subject

Some time later I had occasion to make some bent oak pieces for covering the caps of a lot of iron columns in a certain building: Nearly all Ous have a "man Friday" around the place, and my man Friday got this job. The stuff was  $\frac{1}{N}$ "  $\frac{1}{N}$ "  $\frac{1}{N}$  was, bent to a 7" radius. (The pieces were ripped from a green plank procured from a neighboring shipyard:) He made a small steam box and steamed these pieces—in loose steam, of course—and then bent them around forms., This was all comparatively new to me and I watched the operation like a hawk.

Overnight these bent pieces had dried and had set in the bent shape. (Please remember the word set, for I shall refer to it again.) The pieces were dry, they were set in their new shapes—very obstinately so—were of a rich color, and the working qualities were so much better than on ordinary oak that I marveled. Then a number of similar cases came to mind, and in every one the factor of set entered. The bent plow handle, the bent top of the walking stick, the bent shafts of the buggy, the bent portions of certain spindly chairs, the scythe handle, and a host of others.

They all exhibited this factor of set, which in the case of the plow handle resisted even constant exposure to the weather. In every case the bent part held its shape—held it tenaciously.

Then I had an inspiration (I'm taken that way quite often, and they are not induced, either.) Why wouldn't the same stuff handled in the same way but bent straight have the same characteristics? "Sure." said Friday. And then began a most interesting series of experiments. I soon found that steaming in loose steam did not reach the center of inch lumber quickly enough; so why not try steam under pressure. Well, I'll not weary you with a recital of trials and tribulations. Suffice it to say that after several months I was doing stunts that were surprising, and in every case the lumber was "set"—straight and holding its shape.

So now on to Washington for a patent on the greatest discovery of the age! I had the world by the neck! Mind you, this was ten years ago—and the world's neck is still free.

Well, in Washington they were very polite, very nice and, oh! so sorry; and they shoved a patent on the process of steaming lumber under pressure, under my nose, that was dated 1859. 1859! Thirty years before I was born! Have you ever had a favorite mother-in-law die on you? I felt as though all three of mine had died!

And again a host of instances came to my notice. George D. Emery of Boston had been steaming ordinary mahogany under pressure twenty-five years before and selling it to the Pullman company as emery wood. Today a prominent manufacturer of fancy woods is delivering dry mahogany in six hours from the saw.

Only a few weeks ago a practical veneer manufacturer and scientist, a Russian, told the National Veneer & Panel Manufacturers' Association about this process as applied to veneer logs, and stated that it had been in use for over thirty years in Finland. So-and-so had used the process in such and such a year, and so-and-so at such and such a time, etc., add anyworm.

Well, after all, I could continue to use it in my business, and I worked up quite a local fame for it. Anyway, I could handle any kind of lumber, no matter how green, and materially straighten out the crooked. In short, kindrying troubles no longer existed for me. My product stood the gaff under all sorts of conditions; heat or cold, wet or dry, it was all the same to it.

A famous five and ten cent store concern has my material in over a hundred stores: from New York to Kansas City, and from Duluth to Frankfort, and I'll defy anyone to find a trace of shrinkage. Kiln-dried oak in seventy-two hours? Kiln-dried birch in thirty-six hours! Kiln-dried polar in twenty-four hours! Easy as falling off a log.

One day a recollection of the sawmill came, and with it the thought, "If this is so huge a success on lumber that is at least partially air-dried and has already suffered its deterioration, why not treat lumber fresh from the saw before this degrade has occurred, and air-dry it?"

Why not?

I experimented in a small way on what green material I could get in

Chicago, and the results were so good that I bought a mixed car of southern bardwoods (from the same me by the way) and had it shipped green from the saw. Most of this I treated and piled in the yard for air-drying, and on the rest I experimented with the kiln. attained on green lumb r in the kin were not very satisfactory say, the product resulting from steaming, air-drying and subsequent klindrying was so surprising that even I was astonished. To this day my former foreman dilates on that fine oak of 1904. He never could be con vinced that the treatment was responsible, but insists it was a special growth of trees that had furnished it.

Crooked lumber? Not on your life! A number of other desirable features also developed, of which more anon.

And then I get chesty and advertised. In June, 1904, the American Lumberman gave me a flattering writeup, a copy of which is still pre-Lumberman gave me a flattering writeup, a copy of which is still preserved in the archives. And people came from near and far and marveled—came from a distance of five miles and a distance of a million yards; some even came from Memphis. I talked till I was blue in the face, and the more I talked the more they marveled. As I look back upon it now I strongly suspect they marveled at me. As they walked away they seemed to shake their heads, and I was reminded of the farmer who saw the giraffe for the first time and, even after he had seen it move and eat, turned away and said. "Oh, shucks; they ain't no sich animile; but that danged slick talker of a keeper 'most made me believe they wuz.

And nothing came of it for years.

I continued to use the process with better and better results. Today I would not use a foot of good lumber for cabinet work that at some point in Its drying period had not been properly subjected to steam under pressure.

I'm almost "saturated" with steam under pressure. I know that lumber treated in this manner is a joy, just as all of you know that the boiled, baked or friend potato is palatable and a joy, while the raw potato-well, presumably, in case of a pinch one might live on it.

And the theory of it all? It is always more satisfying to achieve results first and then try to adapt a theory. It is still more satisfying to be able to say: "To the divil with all theories; here's the result." here are some of the results of steaming lumber under pressure

If properly handled after proper steaming, lumber will dry straight and flat, to less weight, in less than half the time required for ordinary wood; shrinkage will be less than half; borers will not damage it; case hardening is prevented; hollowhorning is prevented; checks and end splits minimized; stain is prevented; the color is diffused and livened; working qualities greatly improved; the lumber will hold its shape after being milled; its strength will be greater.

Now I'd like to take a crack at the expression, "common sense," "horse sense." In some horses horse sense means a disposition to kick one in the slats, and often common sense means piling lumber so closely that air cannot possibly circulate. In this connection I quote from a recent pamphlet of mine on

THE ORDINARY PILE

The present and universal method of piling lumber effectually retards the circulation of air. All the layers are horizontal sidewise, and most lumber is piled with small spaces between the boards. In addition, the piles are covered with a water and practically air-proof roof; consequently, the circulation upwards is entirely prevented. Moreover, the piles are placed closely together, which still further retards circulation ber of stickers, which also retards circulation is on that lumber as now piled is homogred in every way for drying and slowly dries in spite of all obstructions.

The hest vidence of stagmant air is furnished by the temperature between the piles of the yard. Always the air is considerably cooler between the piles of the yard. Always the air is considerably cooler between the piles of always it is quiet. With the present practice of pitching the pile lengthwise, the sawdust and dirt gradually move down to the stickers and lodge there, forming a damp mass in the angle of the sticker and the board. This starts sticker rot raph stain.

In a driving rain more or less water is forced into the pile, and days elapse before the center of the pile is dry again.

The tendency to crook is more pronounced because of the strains resulting from unequal drying.

And now listen to this:

A pile of lumber is dry only when the center of the pile is dry. This is as true of the pile in the kiln as it is of the pile in the yard The sides, ends, top and bottom of the standard pile dry more rapidly

The sides, ends, top and bottom of the standard pile dry more rapidly an the center.

The remedy si: Pile the lumber in such a manner that the center is a nuch circulation as the outside. Each pile is next in effective, the side pitch pile is next in effective.

Edge pling is the most positive; the side pitch pile is next in effectiveness.

The medium for drying lumber is air, and this air, to be effective, must be in motion over the surface of the lumber.

Stagmant air takes up moisture very slowly, while air that is in motion takes up moisture rapidle.

Against a cold day, with a brocke blowing, dries very quickly, while washing hung in a closed room dries very slowly even though the room be hot.

A pile of lumber through which the air can circulate freely will dry more rapidly and evenly than a pile in which the circulation is obstructed. Lumber, especially sap, will mildew in stagmant air just as old linen will mildew in a damp corner.

Therefore, the main requisite for drying lumber is freely circulating stift—air feely circulating through the entire pile.

Air cannot be confined in an inclined flue that is open at both ends. Air will constantly move in an inclined flue that is open at both ends. Let's apply these axioms to:

THE SIDEWISE PITCHED PICE THAT IS LEVEL LENGTHWISE Air is constantly moving through the pile. No matter what the conditions surrounding the pile, the air moves at all times. It may not move very rapidly, but it moves: consequently drying is uninterrupted, and the center of the pile will dry practically as fast as the outside.

Is it not an everyday occurrence in "taking down" a pile to find after about the teath course that "it is still too heavy?" This will not be the case in the side-pitch pic. Too dry, all dry.

The pile is dry and every the sheds the water as fast as a roof will. The grooves made by the band saw, forming numerous small gatters, also improve the water are provided it can drain off at once, does not harm improve that water, provided it can drain off at once, does not harm

the provided it can drain on at once, does not narm immire an invent. There will be no accumulation of sawdust in the angles of the stickers, and the lumber will be clean when it is taken down, as all the dust and the lumber will be clean when it is taken down, as all the dust and stickers do not form an assuretion to circulation of air, as they form the sides of the flues and the nir moves parallel with them. The investment is strickers will be tess on account of specific drain at least stickers are required in a tier, as the lumber dries more evenly, therefore straighter.

Covering boards are desirable to protect only the boards in the top course from the sun, and should not form a tight roof.

A pitch of one foot in six feet is sufficient, and this angle is no drawback in the stacking of the lumber.

Another misquotation that always gets my goat is, "I'm from Missour and von've got to show me." I'd change this to read. "I'm from the tall and von've got to show me." I'd change this to read. "I'm from the tall

and you've got to show me." I'd change this to read, "I'm from the tall grass and you can't show me." And that always reminds me of a certain fat man, for this is my ideal pile in the ideal yard. The ideal yard is the rail storage with the lumber on wheels.

THE IDEAL PILE

Frucks lengthwise of the pile. This method furnishes a perfect foundation, for the bottom of the pile will be as straight as the supporting

rulls.

Six wedge-shaped cross-pieces with a pitch of ten inches in six feet
(two inches on low end and twelve inches on high end), laid crosswise

two inches on low end and twelve inches on high end), laid crosswise. The richs will be riches to the boards. This greatly induces ventilation. Dry stickers, I inch square. These provide good ventilating space between the layers and permit the parts of the boards that are covered by the sticker to dry as rapidly as the rest of the boards. Covering boards should under no circumstances form a tight roof. Put one covering board over each board of the top course for protection from the covering board over each board of the top course for protection from the covering board over each board of the top course for protection from the covering board over each board of the cop course for protection from the widely-spaced load will dry faster than the closely-piled, and for that reason no more storage space is required. The widely-spaced load is more easily handled. Remember, 2,500 feet of green oak will weigh about 15,000 pounds, and it requires lots of "beef" to move it.

In conclusion, I am reminded of the man that was addressing a Sundayschool class and in the course of his talk hesitated for a moment and said, "Really I don't know what else to say." A little girl's voice piped up with, "Say 'Amen' and let's go home."

Then followed what was probably the most valuable feature of the whole meeting, namely, a general discussion on business conditions, from which talk it could plainly be seen that members of the association view the future with considerable satisfaction. It was pretty clearly brought out that there will be no accumulation of stock during the present year and that there is no chance of anything but strengthening in lumber values. In fact, it was the consensus of opinion that the year 1914 will be one of the best ever experienced by the lumber trade.

R. L. Murdock of Vaiden, Miss., said that before the discussion on business was started he desired to express his appreciation of this, the first meeting of the manufacturers' association which he had ever attended. Mr. Murdock is an old-time lumberman of Mississippi and his remarks were characteristic of the typical southern colonel. He said humorously that he was surprised to find that the hospitality extended to the visiting lumbermen was extended in the main by Yankees, but added that the hospitality nevertheless was of the southern type. Mr. Murdock arose to speak as a stranger to most of those present, but when he sat down all felt that they were old friends.

. Simon Lieberman of Nashville opened the business discussion with a review of the history of the association. He said that he was one of the first in the Middle South to join, and then reviewed its gradual development from its inception up to its present important character.

Mr. Lieberman said that his concern carries from 2,000,000 to 3,000,000 feet of hardwood lumber and that during 1913 business was excellent up to November. He said that it slowed down from then to the end of the year, but since January 1 he has noted a new life in inquiries and orders and predicts that 1914 will be the best year for the lumber business in the past twenty-five years. Mr. Lieberman said, however, that he would not make that statement without at least attempting to prove it. He said that he had talked with the senator from his district, who expressed himself as believing that this will be a boom year. He gave as his reason that money is loosening up and that there will be plenty of it for investment and that the administrative currency measure will result in bringing out all this available cash instead of concentrating it at a few points. He said that it will bring out gold from Washington to the regional

reserve banks which has lain dormant at Washington for years, and that the that of learning was towards clearing up the financial situation. Mr. Lieberman said that his concern is holding its lumber and that it is not at all disposed to get rid of it without making a fair profit, as he considers that lumber is a better investment than almost anything he knows of.

Hugh McLean of Buffalo said that he finds stocks the lightest in twenty-five years in the East and Canada in the consuming centers and that his observation is that mill stocks are also light. He said that his concern is holding its lumber, except for immediate shipment, as it does not believe in making large sales for future shipment at prevailing prices.

A. E. Norman of Holly Ridge, La., endorsed the previous statements, and added that he would not take orders at prevailing prices. He also said that producers' stocks are below normal. He expressed himself as optimistic as to the money situation and recommended holding stocks pending advance in prices, which is bound to come soon.

M. S. Hewitt of Indiana, representing the contingent of consumers who were in attendance, spoke in behalf of the maintenance of more uniform price levels. He said that prices go from one extreme to the other and that the low level of values is usually the result of the desire on the part of millmen to make a dollar too quickly. He said further that as soon as conditions are in fair shape the millman over-produces, which brings conditions eventually back to where they were before. Mr. Hewitt said that it is difficult for the purchasers of lumber to tell when to buy, because of this unsteady condition of the market, and he said further that the consensus of opinion at a convention of retailers which he had just attended was that manufacturers should operate steadily, regardless of conditions, which would result in a far more uniform price level. Mr. Hewitt also said that retail stocks are really low at this time because retailers have not purchased in the face of the downward trend of lumber values and in fact they did not know whether they should continue to hold off or should get into the market.

Lee Wilson of Memphis expressed himself in accord with Mr. Hewitt's ideas and said that manufacturers should produce more steadily.

G. E. Luehrmann of St. Louis said that hardwood stocks are low because shortage of funds has held up operations. He said that good times are ahead. Mr. Luehrmann suggested that the president request all those in attendance who have more than 1,000,000 feet of dry lumber on sticks to stand. Only about twenty-five per cent of those present stood. A. E. Norman said that some of those in attendance sometimes have from 20,000,000 to 30,000,000 feet of dry lumber on hand and that the demonstration gave a pretty good idea of the present stock conditions. President DeLaney then said that his concern has had as much as 30,000,000 feet of lumber on sticks and that it now has about 5,000,000.

S. B. Anderson of Memphis stated that in his opinion the whole question hinges on the law of supply and demand. He said that logs are not plentiful and stocks are not high, and expressed himself as believing that improvement in the demand for lumber is inevitable. He said that prices will be entirely fair if manufacturers confine themselves to reasonable output. He said that the difficulty arises from the fact that when business is good the output is increased. Mr. Anderson stated that business men should be optimistic but reasonably cautious; that they should note general conditions and keep fairly close to the ground.

Upon the suggestion of Mr. Anderson, President DeLaney asked all those who were running less than full time to stand. About thirty of all those in attendance got to their feet. The question was raised, however, as to the significance of such a showing, inasmuch as river mills are naturally shut down more or less on account of the inability to get out logs while there is ice in the rivers.

Mr. Anderson then said that the question of running full time hinges entirely on the log supply. He said that it is a mistake not to run full time if a full supply of logs is on hand. He raised the question as to whether the members of the association were logging moderately or to excess. The question was decided by request on

the part of the president that those curtailing the input of logs stand. About twenty-five per cent of those in attendance arose, which indicated that there is some little curtailment of log input.

F. R. Gadd of Chicago said that stocks at both the mill and consumers' yards are light. He said that business was good in 1913 up to November and that it then went flat. Mr. Gadd stated that the gum and oak meetings, held before the convention sessions, brought out the fact that stocks in those woods are low. Mr. Gadd said that his concern recently turned down an order for 1,000,000 feet of gum for future delivery, as he had faith in the future market for that wood.

J. E. Rhodes, speaking along the same lines, said that 1913 marks an epoch in the history of the country. He reviewed the accomplishments of the administration in Washington. He said that business and financial conditions in Chicago and New York show a much better condition than a short time ago, and that 1914, looking ahead, looks much better than does 1913 looking backward. He said that the passage of the currency and tariff bills and the recent expressions of President Wilson regarding the trust question removed from business the menace of these political drawbacks. Mr. Rhodes said that deposits in Chicago banks during the three weeks in January were bigger than any three weeks in 1913, and that the quantity of loans was smaller.

Speaking of stocks, Mr. Rhodes said that they are low all over the country and that confidence in the year 1914 on the part of the lumber business is shown by shipments.

R. H. Vansant expressed himself as impressed with the talk of Mr. Hewitt regarding uniformity of cut and prices and expressed himself as believing that if conditions should improve rapidly prices ought not to advance rapidly, but should be governed by cost of manufacture and sales. He expressed himself as believing that prices should hold uniformly in justice to the consumer. He said that he had not changed prices in two years.

C. Crane, Cincinnati, said that during 1913 the average value received for his lumber was \$1.60 more than it ever sold for before. He said that his concern manufactured 40,000,000 feet during 1913 and sold 47,000,000 feet. He further said that if his stocks do not bring in 1914 an average of \$2.00 in excess of prices received during 1913 they will stay in the yards. Mr. Crane said that the only danger that he sees in the future is that stocks will be too light to take care of the general demand. Speaking of collections, he said that they are good and that during the last three months they have been as good as he ever experienced. According to the speaker, the collections of his concern are \$140,000 a month and during the past three months about ninety per cent of this has been in cash. He said that the tariff and currency questions are buried to the satisfaction of everybody and thinks that the next three or four years will develop the best business in the history of the country.

S. Lieberman of Nashville got a little out of the line of discussion and talked of the benefits to be derived from association work, citing specific cases where his concern had actually benefited.

Mr. Lieberman was then called upon by President DeLaney for the report of the nominating committee.

Mr. Lieberman said that the choices of the committee were the result of feeling out the popular sentiment of the members. He then aptly introduced the officers recommended. The selection and recommendations of the committee were as follows:

PRESIDENT: John H. Himmelberger, Cape Girardeau, Mo. Friest Vice-President; B. B. Burns, Huntington, W. Va. SECOND VICE-PRESIDENT, Ralph May, Cincinnati, O. Treasurer; C. M. Crawford, Coal Grove, O.

### EXECUTIVE BOARD

W. E. Heflaney, Kentucky Lumber Company, Cincinnati, O. J. H. Himmelberger, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.

B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va. C. M. Crawford, Yellow Poplar Lumber Company, Coal Grove, O.

W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss. R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis. Miss. Clinton Crane, C. Crane & Co., Cincinnati, O.

W. H. Dawkins, W. H. Dawkins Lumber Company, Ashland, Ky. Frank F. Fee, Fee-Crayton Hardwood Lumber Company, Dermott, Ark. W. A. Gilehrist, Three States Lumber Company, Memphis, Tenn.

- E. A. Lang, Paepeke Leicht Lumber Company, Chicago, 111.
- L. B. Norman, Norman Lumber Company Louisville, Ky
- W. M. Ritter, W. M. Ritter Lumber Company, Columbus, O.
- O. Robinson, Mowbray & Robinson Company, Cincinnati, O. S. Lieberman, Lieberman, Loveman & O.Brien, Nashville, Tenn.
- W. B. Townsend, Little River Lumber Company, Townsend, Tenn. R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.
- E. M. Vestal, Vestal Lumber & Manufacturing Company, Knoxville, Tenn.
- Ralph May, May Brothers, Cincinnati, O. F. R. Gadd, Wisconsin Lumber Company, Chicago, 111.
- Geo. E. W. Luchrmann, C. F. Luchrmann Hardwood Lumber Company,
- St. Leuis, Mo.

### J. F. McIntyre, J. F. McIntyre & Sons, Pine Bluff, Ark.

- W. E. DeLaney, Kentacky Lumber Company, Cincinnati, O., Chairman
- R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.
  Thos. W. Fry, C. F. Luchrmann Hardwood Lumber Company, St.
- Louis Mo
  - E. A. Lang, Paepeke Leicht Lumber Company, Chicago, Ill.
  - M. Crawford, Yellow Poplar Lunour Company, Coal Grove, O.
  - F. A. Kirby, Cherry River Boom & Lumber Company, Philadelphia, Pa.
- W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss. W. H. Dawkins, W. H. Dawkins-Lumber Company, Ashland, Ky
- C. L. Harrison, Himmelberger-Harrison Lumber Company, Cape Girardean Mo.
  - Frank F. Fee. Fee-Crayton Hardwood Lumber Company, Dermott, Ark. J. W. Mayhew, W. M. Ritter Lumber Company. Columbus, O.
  - R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.
  - B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.
  - H. B. Nields, Little River Lumber Company, Townsend. Tenn.
- Mr. Himmelberger was elected by a unanimous rising vote on the part of the members and immediately following, the remainder of the ticket was elected as a whole in a similar manner.
- Mr. Isaacson and Mr. Lieberman were appointed by the chair as committee to escort the newly elected president to the chair. Mr. DeLaney then introduced President Himmelberger and in an eloquent speech of resignation told of the work he had tried to accomplish, with the assistance of the other officers, and said that he would endeavor to serve as faithfully while in the ranks. He commended the newly elected president very highly and bespoke for him the same support which Mr. DeLaney himself had had.

President Himmelberger spoke briefly, expressing his profound appreciation of the honor bestowed upon him. He expressed himself as willing and anxious to do everything possible to advance the best interests of the association during his administration.

B. B. Burns and Ralph May, first and second vice-presidents, respectively, followed with fitting speeches of acceptance and apprecia-

R. H. Vansant moved that the association confirm the selections of the nominating committee for directors from the various states. The motion was carried.

The meeting then adjourned.

### ENTERTAINMENT

In addition to the various private functions in the various dining rooms of the city, and elsewhere, the visiting and local lumbermen were treated to an elaborate smoker and vaudeville entertainment in the banquet hall of the new Hotel Chisca. This immense room was completely filled. The entertainment committee of the association had made elaborate plans for the refreshment and entertainment of those attending. This function took place on the evening of Wednesday, and after it was over a general confab took place in the corridors and lobby of the hotel.

### An Enjoyable Excursion

The Lamb-Fish Lumber Company operates at Charleston, Miss., the largest hardwood mill in the world. This concern has been a leader in adopting modern methods in logging and sawmilling and is justly proud of its operations. Believing that some of the visiting sawmill men would appreciate seeing the various features which it has inaugurated, including a very successful Kraetzer Preparator system, the company organized an excursion to its plant. About fifty-five visiting lumbermen boarded a special train at midnight on Thursday and arrived at Charleston in due time Friday morning. The day was spent in the general inspection of the company's operations at the mill and in the woods, and all returned on the same train Friday night, getting in Saturday morning. It is reported by those fortunate enough

to have made the trip to Charleston that the weather and all other influences were most conducive to a therough enjoyment of the excursion. The Lamb-Fish mill is a busy place but this particular party was out for a holiday and had one. The inspection was not always of subjects connected directly with the lumber business. A full story will appear in the next issue.

#### The Badges

The handsome badges were presented by Joshua Oldham & Sons, the saw manufacturers, of New York City. Each was in the form of a circular saw carrying the insignia of the association suspended by a leather strap from the clasp, in which was inserted a card bearing the name of the wearer.

### Manufacture of Wood Flour

Little wood flour is made in America, but inquiries are frequent concerning it, and this indicates that interest in the subject is general. Norway, Sweden, and Germany are the principal sources of supply, and it has been generally reported that the most approved material is spruce, and that sawdust is used, and that the machinery for reducing the sawdust to flour consists of a pair of old-fashioned millstones, such as country mills employ in grinding corn meal. It appears from a report recently made on the subject by Consul Robert P. Skinner, Hamburg, Germany, that considerable misunderstanding has existed regarding the manufacture of this commodity. A summary of Mr. Skinner's report follows:

Norwegian flour contains more resin than German flour, the latter being produced from the waste cuttings by toy and wooden-shoe manufacturers. It has been stated that large quantities of sawdust of clean white northern ash are available in the United States for the manufacture of wood flour, and further details in regard to German mechanical processes have been asked for.

According to German experience hardwood is the best material for the production of high-grade flour, such as linoleum manufactures require, and this is turned out by machines, some of which are recommended as rendering equally effective service with roots, branches, boughs, sticks, tender shrubbery, slabs and wood waste of every kind. Reducing machinery of this character is used in preparing raw material for a good many chemical and other industries.

The ordinary process of producing wood flour in Germany consists of feeding the material into a revolving iron cross beater. The material should be not larger than one-half or three-fourths of the length of a finger, and it is beaten to the desired fineness as sawdust, in which is contained a large percentage of exceedingly fine meal. The capacity of the machine depends upon the fineness sought and the quality of the wood, brittle wood yielding a finer flour and a greater quantity per hour than any other. When it is desired to obtain a meal finer than sawdust a rasping mill is employed. These rasping mills have an interior construction similar to that of the iron cross beater, a rasping disk revolving against the inner walls of the apparatus, the metal plates of which present rasping surfaces. Light material fed into this machine to be ground cannot be ejected until it is perfectly ground, whereas in the machine first mentioned the iron cross beater merely revolves in the wood debris. When the output of flour sought is inconsiderable and time does not press, both an iron cross beater and the rasping apparatus can be utilized in the same machine.

The rasping mill turns out a product of a sleve fineness of No. 25 European. It contains a larger proportion of exceedingly fine meal than that produced by a beating cross. If still finer flour is desired than the rasping mill furnishes, the product of the rasping mill can be passed through a spiral-screw sifting machine. In these mechanical sifters the material passes through a hopper to spiral brushes, which transfer it continually to the face of the sieve, finally expelling the coarser quantities at the discharge hole. This coarse overflow can be returned to the rasping machine to be reworked, although usually the factories employ the coarse meal as it comes from the sieves.

Pieces of wood larger than one-half or three-fourths of a finger length should be crushed before being fed into the iron cross beater. If the material contains resin and a certain fineness is desired the resin must be removed by other machinery, which is fairly expensive.

From this it will be observed that while in Germany wood flour is not mechanically produced from sawdust, there is apparently no reason why northern ash sawdust could not be worked through a rasping mill, sifted and placed upon the market.

There is a brisk trade in wood flour in Germany, both for domestic use and for export. The most recent statistics include imports and exports of wood flour and excelsior under one head and are as follows: Imports, 1911, 5,192 metric tons, and 1912, 5,318.9 tons; exports, 1911, 7,213.5 tons, and 1912, 9,851.9 tons. Of the exports 703.8 tons in 1911 and 1,401.1 tons in 1912 went to France and 1,897.7 tons in 1911 and 2.295.2 tons in 1912 to Great Britain.







C. H. KRAMER, RICHMOND, IND., PRESI-BEDNA YOUNG, EVANSVILLE, IND., FIRST VICE-PRESIDENT

WALTER CRIM, SALEM, IND., SECOND VICE-PRESIDENT



### Indiana Lumbermen's Annual



Present, past and future hardwood lumbermen of Indiana 20t together in their fifteenth annual home-coming, an unique function in lumber association meetings, at the Hotel Denison, Indianapolis, January 14. About two hundred members of the hardwood trade who have operated or are operating within the state, joined in an uplifting gathering at which good fellowship was predominantly evident.

The morning was spent in greetings and making new acquaint ances in the hotel lobby, the business session being called to order at two o'clock in the afternoon by President Van B. Perrine, Fort Wayne. President Perrine was not in good voice, owing to an accident he received some little time ago, and confined himself to a few short remarks, in which loyalty to the Indiana association was the most evident note.

President Perrine called to the attention of his hearers the fact that the Indiana association has contributed officers to the National associations on various occasions. He said: "We, as an association, should not take up business seriously but rather confine our efforts to good fellowship, home-coming and love for our fellow-lumbermen. I am going to pass over the subjects on which we have papers ably written, and am not going to attempt to give my views on the tariff and banking questions. You will have you own, and each one of you will admit, whatever they may be, that when you make money they are right—when you lose money they are wrong."

Secretary C. H. Kramer of Richmond then read an interesting report, as follows:

We have gathered here today in our fifteenth annual session. Our worthy president in his address one year ago stated to you that this association was allowing the other larger associations to do the work—that we now are an association of good fellowship rather than a business organization, which is quite true in the main—as no very important work has been brought out the past year and not a statistical association, I shall burden you with but a few remarks, so that the able addresses of this afternoon may be more appreciated by you.

You will remember trade reports early in the year, 1913, to the effect that stocks were short all over the entire field and that production had been greatly diminished, and everything in the hardwood line was saleable at very satisfactory prices, and some referred to same at highest prices ever known. The conditions then seemed wholly natural, the demand seemed to be on no unusual circumstances. This, however, did not seem to hold very long. The first few months brought in very good results, but activities began declining and from no apparent causes the short stocks both at the mills and in the hands of the consumers, did not create any flurry. The consumer seemed to be somewhat at sea

as to future conditions, his feedings were all but at case, as to placing his orders for any considerable amount of lumber for future requirements.

This conservative feeling carried through almost the remainder of the year, with, however, an occasional opening up, that here and there a good sized order was placed. Most of our members have fared well for the year as a whole, the first half they did exceedingly well, the latter half considerably less. From indications, as the opening of the new year progresses, the feeling seems very strong that business of most all kinds will be very materially increased. At present there is a fairly good demand for most hardwoods just the last few weeks a very notice able activity in placing of orders, and in most cases single carload orders are for quick shipment. Just recently one of our wholesale customers in an inquiry for about twenty-five carloads of lumber, stated, "Can buy only for prompt shipment, so quote with this in view, as we are having orders cancelled with great regularity if shipments are delayed," which shows conclusively that not only the dealers are short in their supply, but the consumers are as well, and are buying only for immediate requirements, which to me, seems a very good barometer with not a complex meter to read.

Much has been said to discredit the use of lumber in many years, many thousands of dollars are being spent annually by manufacturers of substitutes, and it will require many thousands to set our wares aright and against some of the substitutes, but with all the substitutes, which may and are brought about, there seems to be still a good demand for all kinds of lumber. This should bring the manufacturer, however, to a most careful study as to obtaining at all times the most valuable product from his raw material and to study carefully channels wherein he can place the entire output to the very best advantage possible. Conservation, to a degree, can be practiced through the uses of lumber; when and where not to use it, consulting with your customer as to the most suitable material for his lines of work.

Another step that will greatly add to conservation and the life of our forests, as seems true, is the finding of a paint which is claimed to be fire proof.

As far as I have learned, no serious losses of any nature have been sustained by members of our association during the past year, other than that as caused through an act of Providence, being the flood of last spring. Many of you sustained losses directly immediately by having your lumber, logs, etc., drifted away, some never to be found or returned, and by the heavy earth deposit left on your lumber still on stick, making same undesirable and less valuable. Many sustained losses directly, but at an extended period, by having shipments on route to customers unable to get deliveries to points in flood district, and by having good accounts with customers in flood district, who suffered very heavy losses and were placed in such a condition as to be wholly unable to meet their obligations for possibly many, many months. You simply had to carry the burdens as no other recourse, all of you, I dare say may have stood it willingly and gladly.

I believe every manufacturer, every dealer, every consumer of lumber is having fewer claims every year, along the line of grades, as the rules are more stable, very few, if any, radical changes being made, and when we reach the 122 in association work when uniterm inspection rules are adopted, the manifecturers dealers and consumers become familiar with the grading we will find we will the roby combate chains by the minimum

Most claims result from misanderstandings, errors. Show me a man who never makes an error and I wil, show you a man wao never does anything and one mint for your neigh or. Most of us profit by errors cancionally much

Since the formation of our lumber associations, great good has been accomplished the short practices as carried on by the unscriptions and get-rich-quick element, whether manufacturer, dealer or consumer, has practically been duminated. Thus we have add that evident the formation of these associations the value, individually or collectively, is inestimable. Through organization, co-operation and federation of associations and clubs, great things may and are being accomplished.

Membership in our association has not grown very strong during the past year. Your board and membership committee have already considered for membership to this association the following:

Mass-Neimeyer Lumber Company, Indianapolis, Iawon Lumier Company, Indianapolis Iawon Lumier Company, Indianapolis Lake. Seldsyer Company, Cincinnari, W. T. Thompson Veneer Company, Edinlorez R. W. Moneer Company, Inkhart. The Central Lumber Company, Akron. J. M. Hubbell & Son. Patricksburg. Rohm Bros. & Co., Rockville. Win, Paulin, Jr. Middleton, O. E. E. Louden, Salem Lumpolis, Jas. D. Cummings, Zelma. Hammon & Schoiler, Crawfordsville.

Along the membership line we have, I dare say, hundreds in our state who ought to identify themselves with this association. Many would join us if a personal friend should approach them, when a stranger would simply be cast caide. I should like to see more personal solicitation. Much has been said pro and con as to the advisability of the con-

Much has been said pro and con as to the advisability of the contemplated raising of freight rates by the railroad companies to an amount, as they state, of five per cent. I do not believe there is a man in our gathering here today but that desires and wants that the common carriers ought and should have just and fair compensation for their capital invested, but I do believe most of you, if not all, feel that lumber rates are now too high, and higher in proportion than hundreds of other commodities, and it would seem that lumber is discriminated against. An increase of five per cent means to you, on a fifty-cent rate, a loss of from five to ten dollars per car of lumber, owing to size of cars londed.

Recently on a local shipment of 1,800 feet of 4/4" dry cottonwood box boards from Helena, Ark., to Louisville, Ky., freight was paid to the amount of \$28.50, a fifty-cent rate. Investigation found this to be the published rate, which is fourth class. Value of this lot of lumber at mill point was \$59.40. On this basis you will note it takes almost 1,000 feet of lumber to pay freight charges on 2,000 feet, or half the lumber to pay its own freight. No doubt many instances of this sort have been brought to your attention, not only of your own direct shipments, but those made by fellow lumbermen.

As opportunity affords. I believe, our association should give its moral support toward defense against any raising of rates of lumber; we should also assist financially, if need be; but to do so we would have to levy an assessment or through voluntary subscription, as from our regular dues we do not derive sufficient funds to permit our doings or

W. W. Knight introduced Henry II. Hornbrooke, a prominent attorney of Indianapolis, who did much to clarify the federal income tax in the minds of the lumbermen present. After reviewing the events leading up to this legislation and speaking briefly as to its feasibility, he went into the various articles. He confined his remarks mainly to such phases of the laws concerning the average man. He grouped those coming under the law as "individuals, members of partnerships and corporations." This talk so clearly and sensibly set forth the features of the act that it is reproduced in another section of this issue of Hardwood Record as a separate article, under the heading "Clear Analysis of Income Tax."

Treasurer James Buckley, Brookville, then read the treasurer's report, which showed a balance on hand last report of \$495.23; receipts during the year, \$570; disbursements, \$640.85, leaving a balance on hand at the date of the meeting of \$424.38.

Fred S. Underhill of Philadelphia, who was a delegate for the National Wholesale Lumber Dealers' Association to the National Conservation Congress at Washington, spoke interestingly regarding what happened at that gathering. He was enthusiastic in his praise of the forestry committee, which, because of the great amount of work it had before it, met separately from the general congress.

W. A (caber of innara, obs. charman of the transportation committee, said that there was very little to report, as under present conditions all questions have to be put up to the Public Littless Commission of the state.

President Perrine then appointed as nominating committee: C. H. Barnaby, J. V. Stimson and W. A. Guthrie.

W. A. Guthrie reported for the forestry committee and reviewed the development of forestry measures in the state of Indiana. He said that the state board was created in 1901. was inexperienced and its methods of procedure were not the best. He went on to say that 200,000 acres of land were bought and improved and devoted mainly to planting experiments. Mr. Guthrie further said that throughout the state there is remarkable enthusiasm regarding tree planting, but very little real knowledge of the possibilities and proper methods to pursue. The object of the experiments is to determine proper species of trees to plant for future monetary returns. He went on to say that with the decreasing supply of hardwood stumpage in the state, lumbermen are now buying second and third growth and that he himself had paid more for timber from a third cutting than he had for a first cutting on the same tract. He said that the development of planting is handicapped seriously by fire and tax laws; that the habits of the inhabitants of the state are careless regarding the handling of fires, and that strict laws, rigidly enforced, in this connection would very materially help the situation.

W. W. Knight, chairman of the committee on trade conditions, then read a short and interesting report, which said that the chief influences that have affected the business during the past year have been tariff and currency legislations. He prophesied that the tariff bill would not fulfill the promises made and that the benefits promised will not materialize, but that nevertheless the bill is passed and business men know where they are at regarding this influence. He went on to say that the American people are extravagant and must expect bad times occasionally. and that the present stringency in business should not be unduly alarming. He then said that trade reports for the last two weeks had been much more favorable than heretofore; that the New York automobile show has been very satisfactory and that buyers in Grand Rapids and Chicago furniture sales have already placed good orders. He looks, hence, for reasonable business during the year.

George S. Wood, manager of the Forest Products Exposition, spoke briefly regarding that proposition, emphasizing the fact that it is entirely non-factional as far as the different branches of the lumber business are concerned. He cited instances which prove the necessity of greater knowledge of wood and its probabilities not only among the laymen but among such professional men as architects who came into daily contact with its uses.

J. V. Stimson then presented a resolution endorsing the Forest Products Exposition and urging participation in it on the part of the individual members of the association.

The nominating committee then reported offering the following nominations for office during the ensuing year:

PRESIDENT C. H. Kramer, Richmond.
FIRST VICE PRESIDENT—Bedna Young, Evansville.
SECOND VICE-PRESIDENT Walter Crim, Salem.
SECRETARY—Edward Richardson, Indianapolis.
TREASCERE James Buckley, Brookville.

BOARD OF DIRECTORS—C. H. Barnaby, George Palmer, W. A. Guthrle, J. V. Stimson, Samuel Burkholder, Claude Maley, Frank Galbraith, Haines Egbert, W. W. Knight, E. A. Swain, George Waters, H. C. Jacoby, Frank Reynolds, Frank Sheppard, Van B. Perrine, John M. Woods, East Cambridge, Mass.

The newly elected president then took the chair and after acknowledging the honor bestowed upon him, asked if there was any new business to come before the meeting. Inasmuch as nothing new was offered, the meeting adjourned.

Nothing much can be said regarding the banquet which took place in the main dining room of the Denison in the evening, except that for entertainment features, attendance, talks, good fellowship and enthusiasm it equalled, it it did not surpass, all previous functions. There were about two hundred in attendance, and they were adoptifully entertained by the sparking speeches of John W. Woods, James Barra, Frederick S. Underhill and several others. In addition a couple of tango artists illustrated

the intricacies of that modern dance for the benefit of those attending.

The meeting and banquet easily maintained the reputation for hearty exchange of good fellowship in which particularly the Indiana association has long been the premier.



# Clear Analysis of Income Tax



#### Editor's Note

The following article was read by Henry II, Hornbrooks before the meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis, January 11. It so clearly and sensibly sets forth the complicated features of that recent accomplishment of the Federal Congress, that it is herewith presented in the belief that at least a portion of the readers of Hardwood Riccord will be directly interested in such explanation.

I have been asked to say a few words to you on the subject of the federal income tax. In beginning I want to say that I am glad to see such a staid, sober and industrious body of Hoosiers. Evidently your habits here are all that could be asked and there would be no apportunity of embarrassment coming to your households such as occurred in the case of the gentiema, whose wife, when asked what her husband's income was, replied—"About 4 a. m."

We are living in the days and the land of democracy. One of the blessings in disguise which our Democratic friends have brought to us is the new income tax law. The income tax law passed in 1894 was held unconstitutional by the Supreme Court of the United States. Prior to that this country had had no income tax law since 1869 or 70. And so to most of us at least, the new law brings novel questions and we must all join the kindergarten for the purpose of learning our first lessons.

But when it comes to Uncle Sam we are all alike in this we don't waste any time cussing the law or trying to find ways of upsetting or evading the law. We simply get busy in the endeavor to find out what our duty is—and then go and do it—or rather go and pay it.

The law itself is rather intricate and the regulations issued by the treasury department have not as yet cleared up all the difficulties. Almost all the regulations that have been issued—and the discussion that has been had in the press—have related to one general phase of the law—i. e., the matter of withholding at the source. This was quite natural for the reason that the duty of withholding the tax at the source became an active duty on November 1, 1913, and some questions had to be settled at once, whereas the first schedules do not have to be filed until March 1, 1914, so that the matter of making up the schedules by the individual or company to be taxed was postponed for later consideration.

The time is now at hand when schedules are being mailed out to the individuals who are supposed to be liable to the tax—and to all corporations—so that it is a matter requiring almost immediate attention on the part of the average business man. What you men here are interested in primarily is the new law as it applies to you, and you are not much concerned in those portions of the law which apply to classes of individuals or corporations which are governed by the phases of the law which do not apply to you. Some days ago I gave a talk on the income tax law to a group of real estate rental agents. In that talk I discussed matters which would be wholly outside the matters in which you are interested. So let us try to confine myself to phases of the law which concern the average man in this audience.

The men in this audience are doing business in some one of three capacities—as individuals, as members of a partnership, or in the form of a corporation—and the law as it applies to such of these should be considered.

First—As to the partnerships. The law contemplates no income tax upon a partnership, and they will be required to make no return; but every member of a partnership having a total net income of \$3,000, or more, must make a return, and that re-

turn will include his share of the earnings of the partnership for the preceding year. It is especially provided that such share of the earnings does not mean the share which may be divided, but the share of what is earned by the firm. Further than this I do not believe anything more need be said on the law as it affects partnerships.

Second—As to corporations. Since 1909 there has been in force the federal law imposing a tax of one per cent upon the net earnings of corporations, which tax was imposed as a charge for the privilege of doing business as a corporation. From the total net income a deduction of \$5,000 was allowed. Under the income tax law the tax of one per cent is imposed upon the entire net income, without the \$5,000 deduction. With this exception, the law is very similar to the corporation tax law, and the schedules are very similar to those which were used under that law. The experience which you men doing business in corporate form have had in the preparation of your schedules under the old law, will probably be quite sufficient to enable you to make the new returns.

Two or three things, however, should be particularly pointed out, aside from the fact that no deduction of \$5,000 is allowed as under the old law. The first is the difference in the matter of allowance for interest paid. Under the old law a deduction from gross income was allowed of interest paid on an amount of indebtedness equal to the capital stock of the company, so that if a company was capitalized at \$25,000 and carried an indebtedness of \$50,000 on which it was paying interest, it was allowed to deduct only the interest paid on \$25,000 and thus to the extent of the interest paid on the remaining \$25,000 it had an income for tax purposes which it did not have in fact.

Under the new law the deduction to be made for interest is thus defined: "Total amount of interest accrued and paid within the year on an amount of bonded or other indebtedness not exceeding one-half of the sum of its interest bearing indebtedness and its paid up capital stock outstanding at the close of the year." This applied to a case similar to the above would mean this—the sum of the paid up capital and the interest bearing indebtedness is \$75,000. One-half of this is \$37,500, and it is the interest on this latter sum which would be allowed as a deduction.

The next point to be noted is this. Under the old law I believe it was necessary to make the return in every case for the calendar year. This was highly inconvenient for companies whose fiscal year was not coincident with the calendar year. Under the new law provision is made for a corporation making its return for its fiscal year instead of the calendar year, the return being made within sixty days after the close of the fiscal year. In order to take advantage of this provision proper application must be made to the internal revenue collector and formal notice of the fiscal year filed.

Again—some confusion exists in the minds of many people as to the duty of a corporation with reference to the dividends it pays. Inasmuch as an individual is not required to pay the normal tax of one per cent on dividends received from corporations, many have asked the question as to whether the corpor-

ation shall withhold from the reviewers paid the meone tax of one per cent on behalf of the stockholders. Such is not the theory of the law, and the company will pay the tidl amount of the dividend without withholding anything therefrom.

One other thing may be of interest. The definition of gross means of a mercantile corporation, from which the deductions allowable are to be made, as as follows:

From the sum of the gross sales during the year plus the sum of the inventory at the end of the year, deduct the sum of the inventory at the beginning of the year plus the cost of goods and materials purchased during the year. To this difference add the income received from any other source (such as rentals, interest, etc.) and the result will constitute the gross income for the year.

Third—As to individuals. Who is to make a return under the law? Every citizen of the United States, whether residing at home or abroad, and every person residing in the United States though not a citizen thereof, having a net income of \$3,000 or over for the taxable year. This settles two very important matters.

- (a) If one's gross income is over \$3,000 but the deductions allowed by law brings the net to less than \$3,000 no return is necessary.
- (b) If one's net income is over \$3,000, though less than \$1,000, a return must be made even though the party may be a married man residing with his family and thus entitled to a \$4,000 exemption.

Please bear in mind, however, that the return made for this year is for the ten months of 1913, beginning March 1, and the general provisos of the law are changed correspondingly, i. e., the exemption allowed is only five-sixths of that allowed for a full year. The duty of making a return applies to all having a net income of \$2,500 for those ten months.

What constitutes net income within the meaning of the law?

(a) In figuring gross income there should be excluded interest received from the bonds of the United States or any states, or any political subdivision thereof. Such income is absolutely excluded and need not be referred to in any way in your return. You do not set it down and deduct it from your gross income. It has no place whatever in your return.

I should stop here to say that this is not true in the case of a corporation. It must pay the one per cent tax on its entire net income no matter from what source derived.

- (b) In figuring gross income there will be included:
- 1. All salaries, wages or compensation of any kind received.
  2. Total amount derived from business, trade, commerce, sales or dealings in property.
  3. Amount derived from rents and in terest.
  4. Amount derived from any partnership to which you belong whether distributed or not.
  5. Any other income, gains or profits not included in these.
  6. In a separate item you will be required to set out all dividends received.
- (c) In determining the net income there will be deducted:

  1. The expenses actually paid in doing business but not includ ing personal, living or family expenses.

  2. All interest paid within the year on personal indebtedness.

  3. All taxes paid within the year.

  4. Losses actually sustained during the year in trade or arising through fire, etc., not compensated by insurance.

  5. Bad debts actually ascertained to be worthless.

  6. Reasonable depreciation.

After making these deductions you will have a tentative not income; but there yet remain other deductions for which appropriate columns are provided on the blanks in which you will set down your income for which the tax has been withheld at the source, and your income derived from dividends. All these items are to be deducted for the purpose of determining your net income for the purpose of the payment of the normal tax of one per cent which is imposed on incomes of \$20,000, or under. This net income having thus been determined you will take your exemption of \$3,000, if you are an unmarried man and \$4,000 if married and living with your wife. And on the balance the tax of one per cent will be computed.

I am not going to the cline now to discuss the super lax which is imposed on incomes above \$20,000. If any of you are unfortunate enough to belong to that class, then you can hire a lawyer to help you out.

All returns must be filed with the internal revenue office for the district in which you have your principal place of business on or before March 1. On or before June 1 you will receive notice from the government of the amount of your tax, and this must be paid not later than July 1. Seven penalties are provided for the failure to make returns, or for making false returns, etc.—and we all know that Uncle Sam means business, so we will try not to give him the opportunity to enforce any of these penalties.

I will take time to state only a few special points which may be of especial interest, as affecting the ordinary business man.

(1) The tax is computed on all gains, profits or income. This, however, does not include anything you receive by way of gift, or any insurance money collected. It does include any gain in values if the same is actually realized by sale, or is taken up on your books as an increase of assets. It would not include an estimated advance in value of real estate not taken up on the books.

The reverse of the same rule would apply to losses and depreciations—actual or estimated.

- (2) When husband and wife live together they will be allowed jointly a total exemption of \$4,000, on their aggregate income. They may make a joint return, both subscribing thereto, or if they have separate incomes they may make separate returns; but in no case can they jointly claim more than \$4,000 exemption on their aggregate income.
- (3) When an individual by reason of minority, sickness or other disability, or absence from the United States, is unable to make his return, it may be made for him by his duly authorized representative. On proper excuse shown, such as absence or sickness, the collector on application and cause shown, may grant an extension of thirty days.
- (4) While the gross income for the various classes or groups referred to must be set out, the particular items going to make up that group need not be set out. For instance—If any one draws two or more salaries in different capacities, he must set out the total salaries received without enumerating. Likewise as to dividends received—interest received—profits on business made. The law does not contemplate that a man shall set out the particular details as to his income except by groups.

### Small Portable Mills on Large Operations

A large coal company in Kentucky has solved in a very satisfactory manner the problem of utilizing much of its slash left after lumbering operations and at the same time cheapening the cost of its mine timbers. Small portable sawmills with 8-foot carriages, such as are often employed in tie cutting, follow the logging and cut up the tops and larger limbs into mine timbers. The total weight of the plant exclusive of the 20-horsepower boiler is about 3500 pounds. It is readily dismantled and hauled from place to place on wagons. At least four weeks' supply of material is required for each set-up. A crew of four men is required to operate each mill. The saving in cost over the contract method formerly used is very marked, while the utilization is much more thorough.

It has been suggested that in sections of the country where logs are brought from the woods to the mill by rail the installation of small portable sawmill plants on flat cars which can be taken to the forest and there used for sawing very crooked logs and knotty tops into material suitable for novelty and similar work, the coarse material and very crooked and broken logs can be cut up into short lengths and stacked along the railroad track after the regular logging crew has removed the more valuable material. The small mill can then be hauled alongside the stacks, the logs elevated by power onto the car and sawed into narrow widths and short lengths, much of it choice stock.



### Annual of Chicago Association



The Lamberman's Association of thicago held its forty fifth annual meeting January 19 at the Hamilton Club rooms, Chicago. About four hundred members and guests were present. The business meeting was preceded by a dinner, one of the most enjoyable features of which was the music rendered by thirty or more members of the Mendelssohn Club of Chicago. After the business session was concluded an exhibition of rapid-fire cartoon work was given by T. W. French of the Chicago Record-Herald. Various members of the association were made the subjects on which the artist successfully exercised his skill in adding comical take-offs.

A very important matter was brought before the meeting by J. E. Rhodes, secretary of the National Lumber Manufacturers' Association. He urged that the members and companies constituting the Lumbermen's Association of Chicago, take active part in the Forest Prodnets Exposition which will be held in Chicago late in April and early in May, and in New York immediately after. The speaker pointed out the need of educating the public to the good qualities of wood, and particularly to show that for most purposes substitutes are inferior to wood. The coming expositon will be the first adequate opportunity to do this that has ever been presented to lumbermen; and more than that, there never was greater need of doing it than there is now. The speaker said that the maximum cut of lumber in the United States has apparently been passed, and there is a tendency to an increase in price, owing wholly to economic conditions-largely to longer hauls, but also to higher stumpage values which must naturally increase as years go by. The higher cost of lumber which has naturally resulted from trade conditions, has furnished the substitute people with a pretext and an argument for pushing their wares. Much of their argument is based on either misleading information or on a concealment of the real facts. It is, therefore, incumbent on lumbermen to meet the issues of that trade campaign by letting the people know that there is enough wood in the country to meet the public's needs; that, though prices have an upward tendency, it is still possible to use wood without material increased cost, provided waste is lessened by closer utilization, decay hindered by preservatives, and fire loss lessened by fire-proofing the wood. Mr. Rhodes said that these facts and many others in the same line ought to be adequately set forth by taking advantage of opportunities which the exposition

The business meeting was opened with an address by the president, Murdock MacLeod, which is in part as follows:

According to the report of the secretary the quantity of lumber received and consumed in this city during the year just passed is the greatest in its history. The facts brought out in this report, that we had in Chicago at the beginning of the year a larger stock, that the receipts during the year were greater and that the stocks left on hand at its close were smaller than in the preceding year, should convince the most pessimistic that there should be no complaint of the volume of business transacted by our members during the year that has just closed.

If there has been a depression in many of the industries throughout the country during the latter half of the year there does not seem to have been any in the lumber trade of this city so far as volume is concerned, and I believe there is no other reason than a psychological one for the depression that has existed throughout the country at large With the legislation at Washington regarding the tariff and the currency, for which the country has been waiting, an accomplished fact, and with the abundant crops for the year 1913, for which it is reported on good authority the farmers will receive from \$140,000,000.00 to 8180,000,000.00 more than they received for their 1912 crops, there can be nothing but prosperity in store for the business of the country and there should be no note sounded that is not optimistic.

The work of the association has been carried on by your board of directors and your various committees with the most cheerful and unselfish devotion to the interests and welfare of the lumber trade of this city and of the members of this association. Time forbids mention of each individual engaged in this work, but I desire to make special commendation of the work of F. B. McMullen and his associates on the entertainment committee, Charles Westcott and his membership committee, Hernan H. Hettler and the members of the traffic committee, Edward L. Thornton and his inspection committee. Paul Schmechel and his publicity committee, and finally of the committee which has achieved the greatest piece of work that has ever been undertaken by any commit-

tee of this association during the forty-five years of its existence. I refer, of course, to Mr. Pope, Mr. Thornton and Mr. Skeele, the committee on the Lumbernen's Exchange building.

I product that by the time the building is completed, on May I, 1915, at least illnety per cent of the lumbermen having offices in the downtown district will have taken space for their offices in the Lumbermen's Exchange building at the corner of LaSalie and Madison streets.

It is with the most profound regret that I have to announce at this time the loss of seven of our associates by death during the year:—George Farnsworth of the Oconto Company, Jan. 27; 8. P. C. Hostler, May 13; W. J. Herring of Lord Lumber Co., May 26; John A. Nourse, June 16; J. C. Krupka of Bursik & Krupka, July 30; Ben Collins, Jr. Sept. 29. John Bader 3 John Bader Lumber Company and Bader-Peterson-Cook Company, Dec. 23.

Our loss of members by resignation in 1913 was in numbers only twenty-six per cent of our loss in 1912. This goes to show that the slight dissatisfaction in the minds of some of our members since the association was re-organized on the present plan is passing away and argues for greater stability in its present membership. It is almost inconceivable that there should be in this city or county, in a business which develops and includes so many broad-minded men as the lumber business, a single individual who can make the claim that membership in this association is not worth to him the cost of the annual dues. Or campations, such as this is, at mighty torics in the business world of today. No group of individuals, however talented, working singly as individuals, can accomplish a fraction of the work that those same individuals working together for a common end can accomplish.

I want to recall to your minds the address of Harry A. Wheeler, president of the Chamber of Commerce of the United States, at our general meeting on November 25. Among other things he said, "You cannot build a wall around your own business any more and succeed in making progress. The member of your association who at the end of the year will resign and say it is no good to him is the man who does not come to your meetings, does not read your bulletins or come in contact with the men who are doing things for their line of trade. The man who comes around, gets into the game and studies with his fellows the needs of the business will never resign.

For the purpose of extending further the work of this association, we resolved at that meeting to become affiliated with the Chamber of Commerce of the United States and your board of directors has appointed a delegate to represent this association at its general meetings during the year.

As indicated by the reports of the chairmen of the different divisions, while some divisions held regular meetings others have not been as active as they might be, the reason doubtless being the unsettled condition of the market during the latter half of the year and the seeming futility of discussing these conditions. This is a condition which should be remedied by the incoming administration.

In concluson I wish to express my thanks for and appreciation of the uniformly kind and loyal support of the board of directors during the year and for the ever willing coöperation and assistance of the members of the different committees and their chairmen, and last but not least of our ever faithful secretary, Edwin E. Hooper. I regard his work as invaluable to the association. He is now serving his twenty-sixth year in his present position and I would wish him nothing worse than to continue his services for twenty-six years more.

The address by the secretary, E. E. Hooper, dealt largely with statistics relating to the business of the association. It was shown that the total receipts of lumber, etc., at Chicago during the year 1913 aggregated, according to the best data obtainable, 2,804,276,000 feet of lumber, 507,796,000 shingles by rail and lake, and by lake 103,450 lath, 36,740 cedar posts, 250,925 railroad ties. Of the figures given 240,276,000 feet lumber and timber were reported from the U. S. custom house as lake receipts, leaving 2,564,000,000 feet of lumber and 507,796,000 shingles to represent receipts by rail. The total volume of receipts shows an increase in lumber of 133,580,000 feet for the year 1913 and in shingles 6,145,000.

Following is an analysis of the disposition of lumber and shingles at Chicago for 1913 and 1912 for comparison,

Lumber.  Inventory at beginning of year	1912. 255,766.107 2,670,696,000
Total stocks	2,926,462,107 283,811,160
Total consumption	2,642,650,947 996,956,000

1 850 182 107 t ity consumption 1805/0001107 foral consumption 160,652,160 Increase in consumption Shipments show a decrease of 12 135 000 201-787-100 effectionsympton shows an dieterse of

Invintory at toginning of your straints & Commit 56 890 025 501 051 000 Receipts during year Sales and shipments 513 435 250 497 863,125 Stocks on hand at close of year 60.684.500 54 045 250

About 70 per cent of this large volume of receipts is estimated to repposent yellow pine hardwood and Prense Coast lumber

The hardwood vards, from the best information at hand, show stocks on hand to be larger this year than last, estimating from some reports received, that they had about one hundred millions in their vards on Jan 1, 1914. The past season was the banner year in the Chicago lumber market, which continues to be the largest in the world. It requires the cutting of timber from about 450,000 acres for this market alone, and 180,000 cars to transport the lumber, which would make a solid train of lumber 1,400 miles long.

The building construction in Chicago was larger in 1913 than in the preceding year.

The election of directors and committeemen resulted as follows: Reagn of Directors: Div "A" I, W Crow; Div "B" Theo thaner: Div "C" S. C. Bennett; Div "D" F. J. Pike: Div. "E" I' R Gadd; Day "F" F. L. Johnson; Day "G" Geo P Rinn; Div "II"-Louis Carson.

COMMITTEE ON ARBITRATION F. J. Heitmann, Fred D. Smith, F. B. McMallen, C. B. Flinn, E. A. Lang, H. D. Traeger.
COMMITTEE ON APPEALS: M. F. Rittenbouse, Chas. Darling, Geo. D. Griffith, C. A. Marsh, Murdock MacLeon, John Olsen, Jr.

The report of the numbershap committee showed that the entoil ment January 1, 1913, was 187; new members during the year nineteen; lost by death, three; lost by resignation, nine; total enrollment January 1, 1914, was 194. It was urged that efforts be made to increase the membership as there are still a number of good concerns in Chicago who should become members of the association.

A summary of work done in 1913 includes thirteen meetings by the board of directors. A quorum was present at every meeting. The association held five general meetings and an outing. A bulletin board was installed in the association rooms for listing stocks for sale and wanted.

The building committee, consisting of George J. Pope, E. A. Thornton, and E. E. Skelle, read a report showing the present status of the proposition to erect the Lumber Exchange Building on the site of the old Roanoke building, corner of Madison and La Salle streets. Negotiations have been so far completed as to warrant the owner, the estate of S. J. McCormick, to proceed with the erection of the building. Many lumbermen with headquarters in Chicago have signified their willingness to sign five year leases for offices; and steps are now under way to have all necessary contracts and other papers signed in the immediate future. It is expected that the building will be ready for occupancy early in 1915.

The association, by resolution of the board of directors, invited the lumbermen of Missouri, who were recently not only fined, but in many cases ousted from the state, to make their headquarters in this city, and especially in the Lumbermen's Exchange building. The letters in reply have been very encouraging and it may develop that one or more of the large yellow pine companies will find it to their advantage to make their headquarters in Chicago.

# ₩ Wood-Using Industries of New York ₩

A valuable report on the wood-using industries of New York for the year ending July 1, 1912, has been published by the Syracuse University. The work was done under a co-operative agreement between the New York State College of Forestry and the United States Forest Service. The field work was carried out by Nelson C. Brown and Edward F. McCarthy of the state of New York, and John T. Harris, representing the Forest Service.

New York exceeds every other state in the amount of wood used in factories, with the exception of Illinois, which uses about 27,000,000 feet more in a year. There is pretty close agreement between the two states in the number of woods reported, but Illinois is slightly in the lead with eighty-four to New York's eighty-three. In total cost of wood delivered at the factories, however. New York leads with \$53,969,905, compared with \$51,-229,693 for Illinois. The average cost of all lumber at Illinois factories is \$28.76 per thousand feet, and \$30.76 in New York; but the latter state outdistances Illinois in the amount of lumber cut from state grown forests. Nearly one-third of what New York factories use is grown in the state, while Illinois grows less than two per cent of what its factories buy.

The uses of wood in New York are greatly diversified. There are forty-six industries specially reported, besides a number grouped as miscellaneous. Aeroplane manufacturers are the newest in the field and are the smallest in point of quantity of material used. Planing mill products are the largest industry; cigar boxes demand the highest priced lumber, considering the whole amount used, and excelsior the cheapest. Sixteen woods are bought by weight and it is somewhat difficult to reduce their cost to the board measure scale. The American woods bought by weight are haw, orange and peach.

Of the eighty-three woods used, twenty-seven come from other countries. The foreign wood bought in largest amount is mahogany, 11,208,720 feet. This exceeds the amount of this wood manufactured yearly in any other state. Its average price is \$138.84 per thousand feet. Spanish cedar is second of the foreign woods in the annual demand; but New York uses less of it than Florida. However, the manufacturers in the Empire State pay a total of \$970,798 for what Spanish cedar they buy, or \$113.11 a thousand feet, while the annual cost in Florida is only \$254,185, or \$24.95 a thousand. The difference is due principally to the fact that in Florida the wood is bought in the log while the factories in New York purchase it in finely-sorted veneers.

The highest priced wood reported in New York is English oak at \$341.34 a thousand; vermilion second at \$300; Circassian walnut third at \$267.22, and teak fourth at \$262.42. The cheapest foreign wood is balsa or corkwood at \$40.

The native wood bought in largest amount is white pine, 422,-686,634 feet at an average price of \$27.70. Nearly one-fourth of all the wood used in the state is this pine. Spruce, including both eastern and western species, stands second, 169,107,607 feet, at an average cost of \$21.31. White oak, including several species, is third, and the annual purchases reach 130,421,577 feet, at an average cost of \$46.25. The purchases of various red oaks aggregate 59,868,300 feet, the average cost of which is \$38.49. The southern yellow pine, hemlock, and western pines, cedars, and firs contribute largely to the annual supply of lumber in the state. In addition to the oaks mentioned, the important hardwoods listed are maple, chestnut, yellow poplar, basswood, birch, beach, red gum, cottonwood, and twenty others used in smaller amounts.

The table which follows lists the forty-six industries and gives statistics concerning amounts of wood used by each, cost, etc.

SUMMARY OF WOODS USED BY INDUSTRIES IN NEW YORK

	Quantity	Average
	used annually	cost per
Industry.	Feet b. m.	1,000 ft.
Planing mill products	388,191,660	\$27,30
Boxes and crates, packing	370,550,400	21.73
Sash, doors, blinds and general mill work		33.87

Furniture .	104,452,092	41.04
Car construction .	76,201,900	28,02
Instruments, musical .	58,816,550	15.97
Dairymen's, poulterers' and apiarists' supplies	39,045,000	28,05
Ship and boat building	37,700,500	41.19
Vehicles and vehicle parts	30,633,100	43.95
Agricultural implements	28,055,600	31.29
Boot and shoe findings	22.882.000	25.04
Boot and shoe findings	21,612,200	38 13
Fixtures	20,175,615	19.37
Instruments, professional and scientific	19,811,800	37.91
	18,161,000	33.13
Caskets and coffins	18,161,000	*1+), [+)
Baskets and fruit packages	18,007,250	18.51
Excelsior	14,697,000	16.87
Refrigerators and kitchen cabinets	12,268,700	32.14
Tanks and silos	11.332.950	30.03
Cigar boxes	10,115,550	101.04
Pumps	9,804,800	28,93
Woodenware and novelties	8,364,900	29.94
Frames and moulding, picture	7,514,450	44.74
Handles	6,474,979	20.52
Laundry appliances	5,201,340	30,46
Machinery and apparatus, electrical	4,602,860	29.10
	4,555,900	34.37
Machine construction	4.230,100	61.04
Sporting and athletic goods	3,536,000	33,21
Trunks and valises	3,388,300	49.43
Patterns and flasks	0,000,000	117. 211
Toys	2.994,500	27.36
Clocks	2,948,159	31.93
Elevators	2,663,200	31.06
Whips, canes, umbrellas sticks	2,237,000	28.33
Plumbers' woodwork	1,787,000	37.34
The first or managed at	1,737,500	37.76
Printing material	1,622,500	35.88
Rollers (shade and map)		
Brushes, and brooms	1,562,500	24.40
Shuttles, spools and bobbins	962,000	21.02
Pulleys and conveyors	823,000	46.45
Dowels	753,000	34.38
Gates and fencing	725,500	26,83
Signs and supplies	599,500	28.11
Firearms	370,000	68.65
Equipment, playground	250,000	36.28
	31,400	30.83
Aeroplanes	30,790,300	29,80
Miscellaneous	30,780,300	29.80
Total1	.754.519,217	\$30.75

There is a great deal of material in the report well worth close study. No summary in a brief review can do it justice. The original forests of New York were among the finest in the world, but like those of most other states they were used or destroyed without much thought of the future. In recent years the people of the state have been brought to a realization of the mistakes of the past, and they have gone to work to provide such remedies as appear practicable. New York has spent and is spending more money than any other state in planting denuded land, buying waste tracts, and protecting remaining forests against fire and vandals. The undertaking is an enormous one, but it is being approached in the right way. The state is supporting a high-class forest school at Syracuse and is preparing men to take charge of the ever-increasing forestry work on the lands belonging to the state as well as on areas privately owned. The high-class service that is being rendered by these men is shown, in part, by the report just published which, as stated above, is a co-operative work between the United States Forest Service and the state of New York. It is the most comprehensive state wood-using report yet issued, embracing 214 pages, and covering the subject historically as well as with statistics.

Wood to the amount of 1,750,000,000 feet is yearly demanded by manufacturers in the state. This comes from the four quarters of the earth. About one-third of it is cut in the forests of the state, and it may be expected that the quantity of state grown timber will increase rather than diminish from now on. Depletion and destruction of the forests have passed their lowest point. Planted lots and protected forests will gradually increase their yield until the state shall have little need of outside supplies.

The whole utilization of wood in New York is not shown in the total 1,754,519,217 feet given in the foregoing table. To this should be added pulpwood, cooperage, veneers and wood distillation which consumes at least 1,000,000,000 feet annually in New York. This would raise the total annual consumption of wood by manufacturers to not much below 3,000,000,000 feet. It is estimated that when from 12,000,000 to 14,000,000 acres of land in the state, which is better suited to forests than to anything else, is well covered with trees it will nearly or quite supply the demand for wood.

### The Currency Bill and Business

In a recent address before a convention of the Manufacturers' Association at Trenton, N. J., William C. Cornwell discussed the relation of the new currency bill to the country's business. Some of the points made by the speaker follow:

There is little doubt that practically all the national banks of the country will join the Federal Reserve organization, and probably a very large number of state banks and trust companies will eventually become members.

The good effects of the change will not appear at once, as the organization of the system and its reduction to smooth working basis will occupy a considerable period. Three great benefits will, however, when this is done, be brought to the country by the measure.

First: The reserves, heretofore scattered and useless, except as weak individual defenses in case of panic, are piled up at a few instead of many points, and under one control will serve as efficient protection against disaster.

Second: The millions in good commercial paper, heretofore compelled mainly to be held useless in bank vaults until maturity, will be rendered promptly negotiable.

Third: An elastic currency is created, intended automatically to respond to the legitimate demands of sound business, abolishing forever the annual crop-moving money-squeeze and the alternate summer surfeit of funds at the great cities.

In a great crop-raising country, the heavy demand of the year for comes in the fall, when funds in large volume to move the crops have to be sent to the fields by the bankers. Consequently, always in the United States, as the fall season has approached, the banks have tightened up their pursestrings in preparation for this annual outsending of money and frequently have had to draw upon Europe to tide over the emergency. The manager of any business concern which is a borrower, and most concerns are borrowers at one time or another during the year, knows the uncomfortable feeling of having his banker, no matter how good the credit of the borrower, request him, politely or otherwise, to get along with as little as possible. This conversation takes place usually in the autumn, because every year the bankers at the reserve cities, have, as has been said, to send out in actual funds to move the crops up to around \$150,000,000 from their reserves, and this usually means a calling of loans up to about four times the amount, or 500 or 600 millions of This operation descends like a wet blanket on all the business undertakings of the country, and the damp conditions continue until the crop is on its way to be turned into money for the recuperation of the reserves.

Under the new law, this annual fall money squeeze will be a thing the past. This is because when the need for funds in the fields commences, the banks of the West and South will merely have to send to their regional reserve banks commercial paper to the amount of currency needed, and the federal bank notes will be shipped to them, without charge, over night. Their own loans to commercial borrowers will be undisturbed, the reserve banks and central reserve banks will not be called upon for a penny, and the business of the country, as far as it depends upon loans, may go on absolutely undisturbed.

Some business managers hanker so for a row that they will go to lots of trouble just to find something to fuss about when they might find something to be pleased with without any trouble at all.

"(If") is the universal stumbling block the average man points to when he comes to a business cropper or fails in something he expected to do.

The hardwood trade pays each year quite a lot of freight on moisture because lots of millmen shy at the idea of putting in a dry kiln.

There may be 50 per cent of waste in manufacturing narrow hardwood and parquetry flooring but this product helps save a lot that might otherwise be waste for the mill man.



### Pertinent Legal Findings



### OPERATION OF TEXAS LIEN LAW

Since the fexical constitution of an interest in hear for under the legible for. I could up to be entered as provinced by not of the legible for a feath who simplifies materials for the constitution of a little feather who shall use its otherwise failing to the three constitution of the state of the state. If fexical court of court province is the feather than the feather than the state of the state. If fexical the court of court province is the feather than the feather when the following the state of the feather than the feath

### SUFFICIENCY OF LIEN STATEMENT

When building materials are sold under an agreement that a isonable price shall be paid for the whole lot, in lieu of time is prices originally agreed upon, a statement for a sochanic's lien need not specify the prices for the various items. Missouri Court of Appeals, National Press Brick Company vs. A. H. Leave Construction Company, 150 Southwestern Reporter 27.

### WAIVER OF DAMAGES FOR DELAY IN DELIVERY

Although a layer of lumber will be deemed to have waived at claim of amages resulting from the seller's delay in making delivery, when intent to waive clearly appears, no waiver arises from the mere fact that the buyer accepts a partial delivery after the time when the lumber should have been delivered, especially where the buyer has frequently drawn the seller's attention to loss occasioned by the delay. (Washington Supreme Court, Wisconsii Lamber Company vs. Pacific Tank & Silo Company, 136 Pacific Reporter 694.

### ADEQUACY OF GUARD ON CIRCULAR SAW

It a surt for personal injury to a ripsaw operator, it was open to the jury to find that defendant employer was guilty of negligence in failing to provide a spreader, the accident having resulter from a kicking back of a board which the workman was saving, although the machine was equipped with a hood, which proved cumbersome and inadequate for the work of sawing polished wood. (Washington Supreme Court, Jensen vs. Shaw Show Case Company, 136 Pacific Reporter 698.)

### LUMBER ROAD AS "RAILROAD"

Independently of statute an employer is generally held not to be liable for injury to an employer resulting from negligence of a co-employe in the same department of service, unless the latter has been habitually so negligent that the employer was guilty of negligence in retaining him. By a statute in force in North Carolina this rule is abrogated as to "railroad" employes in charge of machinery, so that negligence of a co-employe is no defense to a suit for personal injury. By a late decision of the North Carolina supreme court, this law is held to extend to lumber companies so far as concerns the operation by them of railroads in transacting their business. (Buckner vs. Madison County Railroad Company, 80 Southeastern Reporter 225.)

### RESCISSION OF A CONTRACT OF SALE

Where a buyer of lumber, after paying part of the price, receted delivery, the seller implicitly agreed to a rescission of the contract by directing prompt reshipment, and the buyer became entitled to reimbursement for the amount paid on the price, and, also, for the amount of the return freight charges; it appearing that the seller did not object when notified by the buyer that the latter would claim reimbursement on account of freight charges. The seller could not legally refuse to accept a return of the lumber, after having directed its reshipment, merely because each piece had been marked across the head with red paint.

indicating that it was unsalable, where the marks could have been scraped or cut off without injury to the lumber at a small expense, which the buyer consented to pay. Pending settlement of the dispute between the parties relative to reimbursement of the buyer he was entitled to retain possession of the lumber. (South Carolina Supreme Court, Trexler vs. Wilson, 80 Southeastern Reporter 271.

### WAIVER OF BREACH OF WARRANTY OF MACHINE

A lumber company which bought a planing machine under warranty as to its efficiency waived right to rely upon a defective condition of the machine arising from the fact that the pressure bar failed to keep the lumber down, where the machine was sold under a contract which provided that the company's retention of the machine for thirty days should constitute an acceptance of it. (Alabama Supreme Court, Berlin Machine Works vs. Ewart Language Company, 63 Southern Reporte 367.

### RIGHT LIEN FOR MATERIAL USED FOR RECONSTRUCTION

One who furnishes material for the construction of a building which is partly burned in the course of its erection is enitled to enforce a lien for the price of such material, as well as for additional material furnished to reconstruct the structure. (Nebraska Supreme Court, Lincoln Savings & Loan Association vs. Webber, 14° Northwestern Reporter 245.

### RESPONSIBILITY FOR NEGLIGENCE OF CO-EMPLOYE

A lumber company is not liable for injury to an employe while handling boards, caused by negligence of a co-employe, where the latter had not been habitually so incompetent or careless that that employer can be regarded as guilty of negligence in retaining him in employment. Mere inexperience or a single negligent act does not establish incompetency on the part of a worker within the rule of law which requires every employer to use due are to furnish competent fellow workmen. (Wisconsia Sapreme Court, Szehkieli vs. Conner Lumber & Land Company, 114 Northwestern Reporter 255.)

### EMPLOYE'S DUTY TO INSPECT APPLIANCES

A woodworker engaged to operate machinery is under no duty to inspect it to discover defects which may cause injury to him, being entitled to assume that his employer has discharged his duty to use reasonable care to provide reasonably safe appliances. (Texas Court of Civil Appeals, T. B. Allen & Company vs. Shook, 160 Southwestern Reporter 1991.)

### MISQUOTATION OF PRICE THROUGH MISTAKE

When an offer to sell hardwood lumber, through clerical error, quotes a lower price than the seller intended to quote, and is accepted by the person to whom it is made, is the seller bound by the contract thus formed by such offer and acceptance? The courts of all the states have repeatedly held that, in such a case, the seller cannot excuse refusal to deliver at the price named, on the ground of mistake, where there was nothing to put the buyer on notice that a mistake was made. But the Texas court of civil appeals has just handed down an opinion which shows that this is not the law, if the buyer has intimation that a mistake was made. This decision applies to sales of all kinds of commodities which have a market value, although it was announced in a case which was based on a contract to sell seed. A seed company in Texas offered to sell a quantity of millet seed at \$1.35 the hundredweight, at a time when the market value was \$2.35; that being the price which the seller intended to quote. On receiving the offer as written, a Kansas seed house immediately wired, "We accept your letter seventeenth. Ship quick." Having discovered the mistake, the Texas company refused to make devilery of the seed, and the Kansas concern brought suit to recover damages on the theory of a breach of contract. In denying the right of recovery the court of civil appeals said, in part: "Ordinarily, when the mistake is not

n. Can. co. its will not releve the party making it against locker of each color of mattentian; but we think a inflored robe should apply when the evidence shows that the party accepting the mistaken offer knows of the mistake when he accepted it, and that he should not reap the benefit of the mistake to the evident injury of the other. We think fair dealing and good conscience should require an opportunity to correct the error, before trying to found a binding contract on it. \* \* \* The evidence in this case is that both parties knew the market value of the millet seet on April 17, 1942. Upon receiving a letter from a dealer

in that commently, appellant must have known that s1 per honodredweight less than the market value was a mistake. That they did is evidenced by the telegram to "Ship quick." It did not wire back that "Your \$1.35 per cwt. offer is accepted." Appellee thought that it had quoted the market price in the letter—\$2.35. We think from the evidence it is manifest that appellant knew a mistake had been made, and sought to take advantage of the mistake by an immediate acceptance and quick by the reguest that the shipment of the seed be made at once.



### Ash Timbers of Commerce



In commercial transactions tumbers are usually grouped. E.glif or ten species of hickory, as botanists know them, are all one in the lumber yard. Fifty kinds of oak trees make two kinds of lumber, white oak and red oak. Four or five kinds of elm fall into two classes, frequently only one, in the lumber yard. Three species of basswood become simply basswood lumber in the yard and factory. From two to five kinds of birches pass as one in the lumber trade. The softwoods, including pines, cedars, spruces, firs and others, are less numerous than the hardwoods; but the same system of grouping is observed. It would tax the observation powers of the most experienced lumberman to tell whether the spruce he handles in a Chicago yard was cut from black, red, white, Sitka, or Engelmann spruce, though if he could see the standing trees he could readily tell one from another.

Ash trees constitute an important group, but the lumber generally goes to market without much effort to distinguish one kind from another. A wood technologist with his microscope and "key" can work them out and explain wherein one differs from another; but turn him loose in a lumber yard, and he would have a hard time picking out and identifying the boards sawed from different species. There are different qualities of ash, but differences as great may be found between the woods of trees of the same species as between those of different species. It is largely a matter of soil and situation.

The term "second growth" when applied to ash lumber means only that the wood has wide growth rings, and is regular in grain. That is the principal meaning of "second growth" applied to any wood in the market. It may be supposed to mean a young tree which has grown since the primeval forest was removed; but it would take a pretty good judge of lumber to tell where a tree grew, simply by looking at the boards. The term "second growth" is much abused, intentionally or unintentionally. If the terms "rapid growth" were substituted for "second growth" it would have a specific meaning. Wide annual rings are proof of rapid growth, but not of second growth. Woods which have grown rapidly are usually stronger than those of slow growth, but not necessarily so. Several things must be taken into consideration before a concrete statement to that effect can be made concerning any wood.

Fifteen species of ash occur in the United States. There are probably not a dozen living men who have seen the trees of all of them; and if all could be found growing on a single acre, it is doubtful if any man, except a few systematic botanists, could correctly name each of the fifteen species offhand, and it would tax the best botanist to do it. In addition to the fifteen species of ash in this country, there are several varieties, in which lumbermen have no special interest.

White ash (Fraxinus americana) is the most important tree of the whole group. It is often called gray ash. Its range extends from Nova Scotia to Minnesota, and south to Texas and Florida. It is probable that the lumber cut from this ash exceeds the combined cut from the other fourteen species.

Black ash (Fraxinus nigra) is so named because of its large, black buds in winter; but the heart wood of certain trees is pretty dark and some persons name it for that reason. The coarse, blunt twigs distinguish this tree from the white, red, given, and blue ashes; but the color and roughness of the bark vary greatly. Two black ash trees stand side by side in Lincoln park, Chicago, which are so different in appearance, when bare of leaves, that relationship is not apparent, except for the telltale buds. The tree ranges from Newfoundland to Manitoba, and south to Delaware and Arkansas. The tree's crushed leaves emit the odor of elder. The wood is valuable,

Blue ash (Fraxinus quodrangulata) is easily identified by its square twigs, particularly when trees are young. It is named on account of a blue dye obtained from the inner bark. Its range lies in the lower Ohio and Mississippi valleys, and among the mountains of eastern Tennessee. The wood is heavy and strong, and manufacturers of agricultural tool handles prize it highly.

Green ash (Fraxinus lanceolata) has a wider range than any other ash of this country. It occurs from Vermont to Utah, north in Canada, and south to Florida and Arizona. It has been extensively planted for shade and ornament in most parts of its range, particularly in the Plains states. The name refers to the foliage, though the leaves are no deeper green than those of some other ashes. The wood is of good quality, but no great quantity of it goes to market. The form of the tree and the quality of the wood closely resemble red ash.

Red ash (Fraxinus pennsylvanica) is neither a large tree nor very abundant, though its range extends from New Brunswick to Dakota and south to Florida and Alabama. It has many names in various localities. The inner bark is reddish, and the same tinge occurs on small twigs and the under side of leaves, and this characteristic gives the tree its common name. It is a rather small tree and the wood is not usually regarded quite the equal of white ash.

Oregon ash (Fraxinus oregona) is a Pacific coast tree which occurs from Oregon to Mexico. It is not abundant, and only in exceptionally favorable situations do trunks grow in form and of size suitable for lumber. The tree is not of much commercial importance, and would be of still less if hardwoods were not so scarce on the Pacific coast.

The foregoing six species furnish nearly all the ash lumber that goes to market in this country, but nine others are found, and logs from some of them occasionally find their way to sawmills.

Texas ash (Fraxinus texensis), as might be inferred from its name, belongs in Texas. Its range extends from Dallas to Devil's river. Trees are usually of small size and poor form, but the wood is of good quality and is put to various uses in localities where it

Florida ash (Fraxinus floridana) is a small tree with a trunk a few inches in diameter. It occurs in the swamps of southern Georgia and Florida. It is of no commercial importance.

Biltmore ash (Fraxinus biltmoreana) takes its name from Biltmore, N. C., but it grows in West Virginia, Indiana. Tennessee, Georgia and Alabama. Trunks seldom exceed a foot in diameter, and the wood has few reported uses.

Water ash (Fraxinus caroliniana) occurs in deep swamps from Virginia to Florida and westward to Texas. The wood is light in weight and in color, and is weak. It weighs less than white pine. Thes the small, seater, and the firsts no value for a rich.

Purply the Free State of the short of the sh

Berlandier ash (Fraxinus berlandieriana) now grows wild in western Texas, but it was probably not planted there by nature. It is supposed to have been brought over from Mexico by early settlers. It is since, but it grows well and may attent importance in the future. In Mexico it reaches a diameter of six or eight feet.

Lenthedouf asi, Lora s a successible to ad in

canyons from western Texas to eastern California. Few trunks are eight inches in diameter, and the wood is not strong. It would possess little value if it did not grow in an arid region where any wood is welcome. It is one of the best handle wood's of that part of the country.

Dwarf ash (Fraxinus anomala) would puzzle most people who might find it in the woods. The compound leaf, characteristic of all other species of ash, is missing from this. A simple leaf is in its place. No one would take the tree for an ash until the seeds betray its identity. It is a desert species, of small trunk, which never goes to sawmills. The range lies in Colorado, Utah and Nevada.

Fringe ash (Fraxinus cuspidata) is the smallest ash tree of this country, and some would not call it a tree but a shrub. Trunks never exceed a few inches in diameter. Its range lies from Texas to Arizona.

Thirty-nine states are credited in statistical reports with production of ash lumber, but more than a third of the whole comes from Ohio, Indiana, Arkansas and Wisconsin. States which report none are Arizona, Colorado, Idaho, Montana, Nebraska, Nevada, New Mexico, Utah, and Wyenn ng. The country's total ash part of the local color in 1911 was 241-238 to the form



### Wood Preservers' Meeting



The tenth annual meeting of the American Wood Preservers' Association was held at the St. Charles Hotel, New Orleans, January 20, 21 and 22. A. E. Larkin, the president, was in the chair and introduced Mayor Behrman who delivered the address of welcome, to which the first vice-president, J. H. Waterman, responded. The Louisiana Society of Engineers, through its president A. M. Shaw, welcomed the visitors on behalf of that body.

At the conclusion of this preliminary part of the program, the annual address of the president was listened to. He urged the desirability of a better method of distributing data, and suggested the publication of a monthly bulletin as a means of giving information to those entitled to it.

The entertainment committee provided abundantly for the pleasure of the attending members, without seriously interfering with the transaction of the business of the meetings.

The association's membership is now 187 compared with 157 last year. It had twenty members in 1904 and has grown steadily ever since, the increase being much more rapid in late years than when the association was in its infancy; and the figures clearly indicate that the body has not yet attained full growth. More than half of the original membership of the year 1904 is still with the association. The present membership is scattered through thirty-one states and five foreign countries. Forty-seven of the members are railroad men.

The president appointed a committee on resolutions, consisting of E. A. Sterling, J. Foley, M. K. Turnbull, H. F. Collier, and J. H. Waterman. Mr. Turnbull was named as chairman.

A paper by Dr. Hermann Von Schrenk on "Creosote and Coal Tar Mixtures" was illustrated with stereopticon views by which were shown tests made with oils and mixtures, to determine their viscosity, evaporation, and their results as shown by impregnation of various woods. The tests showed, he contended, remarkable variations in the matter of penetrability and he said there was no criterion whereby the effects of certain standard mixtures could be measured and compared with those of the unmixed oil. The reading of this paper caused a discussion in which a number of members joined.

A report on piling belonging to the Santa Fe railroad in Galveston bay was read at the Wednesday morning session by F. B. Ridgeway of the International Creosoting Company, at Texarkana, Ark. He presented specimens of piling driven in 1875 when creosoting was in its infancy, and others not so old by twenty years, where decay had not destroyed ten per cent of timbers.

A paper on the subject of fireproofing wood was written by Robert E. Prince, of the Forest Products Laboratory, Madison, Wis., and

in his absence was read by Secretary Angier of the association. He quoted figures showing fire losses in various foreign countries, and when these are compared with similar statistics for the United States it is apparent that destruction of property by fire in this country greatly exceeds the average in most other countries. The only two which suffer greater per capita loss than the United States are Canada and Argentina. In the United States the fire damage in 1912 was \$2.55 per capita. In no European country did it reach \$1, while in Germany it was 20 cents, in Sweden 13, the Netherlands 12, and in Switzerland only 4 cents.

The fireproofing of wood is not a new subject. Until the latter part of the last century wood preservation and fireproofing both occupied a precarious position in the business world. While the preservation of timber against decay is now well established, its preservation against destruction by fire has made much slower progress. In this country the industry of fireproofing wood, or of rendering it slow burning is confined to two companies, both of which are located in New York City. The total annual output of these two plants is less than that of a timber treating plant of average capacity. This fireproofed wood is used mainly as trim and flooring in building in New York City.

The agitation about fireproof building material in the United States has resulted in a number of cities passing laws prohibiting the use of inflammable material in the exterior of buildings, and the result is the sale of wood shingles in those cities has fallen off perceptibly, as shingle manufacturers cannot guarantee their product to be fireproof or fire retarding. The consumption of other forms of wood building material has also suffered from laws of this kind.

The possibility of treating wood to render it fire resistant offers an excellent field for extending the business of wood-preserving plants. Should a satisfactory treatment be found such plants could, with a slight increase in equipment, handle both forms of treatment. The ideal treatment would, of course, give wood both qualities.

The impregnation of wood with some fireproofing salt appears to be the most promising method of rendering it noninflammable. The cost of a treatment of this character, exclusive of kiln drying, may be roughly estimated as the same as the cost of a full-cell treatment with a high-grade coal-tar creosote.

The main problem is not to find suitable fireproofing materials, but to bring the cost within reach of users. The combustion of wood may be divided into two parts:

FIRST. The driving off of the volatile gases by heat, and their ignition causing flame.

Second. The combustion of the nonvolatile portions, analogous to

It will readily be seen that the first part of the combustion is the

It has been found that the chemicals most efficient in rendering wood noninflammable are those that sublime or decompose upon being subjected to intense heat. Noncombustible gases are given off in both cases, which, when mixed with the inflammable gases arising the contract of the cont

A method used in previous fireproofing work has been to inject chemicals containing large amounts of water of crystallization, the theory being that the water is converted into steam which creates a moninflammable atmosphere without the wood. Under this method borax and alum were used. Borax also has the advantage of being a fusible salt, thereby protecting the wood fiber with a glossy coating. The manufacture of fire-retarding paints also offers a very attractive

The paper describes the various chemicals used in the treatments, and the methods of making the tests to determine how great a degree of heat the woods will resist. The woods used in this work were representative samples of the material found in structural timbers. Four species were natives of western and five of eastern United States. Of the western woods tested, western larch and noble fir withstood the action of the various degrees of heat used in the test without igniting longer than redwood or Sitka spruce. The average per cent loss in weight of each species due to burning three minutes was calculated from all the pieces in the test. The results follow:

*	Per cent, Loss	in Weight
W st rn Woods	Oven Dry	Air Dry
Situal spin	25.6	24.5
Laret.		2120
Redwood	23.2	27.0
Noble fit	338.8	21.9
Lastern Weads		
Longlest jon	16.7	16.0
Tamorack	22.4	20.28
Basswood	48.6	2361-0
Red oak	1.9.0	29.5
Hemlock	30,0	30.5

The writer summarizes the results of tests as follows:

Ammonium salts are of considerable value in freeproofing wood. It was impossible to ignife wood, under our conditions of test, that had been treated with those salts.

Borax is of considerable value in fireproofing wood. It has not the value of the ammedium salts, but promises a means of lessening the cost of treating by using it with another salt of greater value.

From the good results already obtained it appears possible to devise a reasonably inexpensive method of rendering wood fire retarding.

A paper was read by Clyde H. Teesdale of the Forest Products Laboratory, Madison, Wis., the subject being: "The Effect of Varying the Preliminary Air Pressure in Treating Ties Upon the Absorption and Penetration of Creosote." The paper covers twenty printed pages and enters minutely into the processes and results of various treatments.

E. L. Powell, vice-president of the American Creosote Works, delivered an address on "Treatment of Piling and Timber According to Conditions of Use and Exposure." He summed up his conclusions by saying that the amount of preservative required is directly affected by the kind of soil, whether wet or dry, and climate in which the timber is to be used, as well as by the character of timber to be treated and the mechanical wear to which it will be subjected.

Ties, piling and lumber to be used in hot, wet countries require a different treatment from ties to be used in a cold climate or arid region. The treatment of such timbers to be used in teredo-infected salt water must be radically different from timber used in fresh water, swamp land, cold or arid regions.

It should be possible for the treating company to secure full information concerning the conditions under which the material is to be used, and, if necessary, the company should refuse the business unless the buyer is willing to have the material treated properly and sufficiently. At least the buyer should be fully informed of what is needed and the information should be in writing to prevent future troubles when failure of the timber occurs.

The regulation are the prosperity of the wood preserver depend upon good work—not only his own, but upon what is done by others, so all are vitally interested. The good work that is turned out is a constant advocate, and bad or unsatisfactory material hurts the business as a whole, though it injures the responsible plant most directly.

A manufacturer of machinery, for instance, would certainly refuse to build apparatus that he knew would fail to operate successfully, but would submit to his customer the facts and proper plans and recommendations. He could not afford to send out bad machinery at any price.

The buyer will usually appreciate the information and a correction can be made without causing friction or hard feeling. It is generally good policy to handle this in a personal interview with the engineer. He can then send the required amendment without having to publish his error if he so desires.

The economy resulting from piling creosoted wood blocks closely in cages was the subject of the paper read by R. H. White, president of the Southern Wood Preserving Company of Atlanta, Ga.

Thomas White, assistant manager of the American Creosote Works, described some of the methods he had found effective in separating water from creosote oil.

Mechanical principles which should be observed in laying creosoted wood block pavements to lessen the effect of wear and minimize the trouble due to the expansion of the blocks, were discussed in the address delivered by R. S. Manley, president of the Creosoted Wood Block Paving Company of New Orleans.

The paper read by J. B. Card, manager of the Chicago Creosoting company of Terre Haute, Ind., discussed a patented apparatus which was said to treat paying blocks much more cheaply than can be done with the old-style horizontal cylinder. Two tanks eleven feet in diameter and fourteen feet high are used, together with specially-designed methods of handling the blocks. Some of the advantages claimed for this style of plant follow:

The cost of a complete plant would not execut one third of the cost of a horizontal plant of the same capacity.

It eliminates all switching and handling of block cars and loading.

When built in connection with a tic treating plant the cost is but very

When built in connection with a tie treating plant the cost is but very little more than the block cars necessary to run a horizontal plant, the cost of these tanks being about \$3,000 each, set up.

You can increase your tie business and also your block business, and run them independently of one another. The same force of engineers, firemen, superintendent, etc., will do the work.

The cost of maintenance of this type of plant is very small. There is nothing to wear out. The cylinders will last for years.

A small amount of ground room is required, as there is no block car switching,

It will manufacture and treat paving blocks for a less cost per yard

S. R. Church, manager of the research department of the Barrett Manufacturing Company, addressed the meeting on the subject of wood paving in Europe compared with the work done in this country. He recounted chiefly his personal observations while traveling in England, France, and Germany. He had much to say in commendation of pavement in England, but not so much for what he saw in Paris and Berlin. The French give their blocks open tank treatment which secures such superficial penetration that the pavement does not last long. The English do the work more thoroughly and obtain better service. The speaker commented on the almost total absence of shrinking and swelling of the blocks in English pavements and attributed it not to any superiority of seasoning or treating, but to the climate. Such a thing as a dry spell of weather is practically unknown in England. There is a little rain nearly all the time, and the wooden blocks are constantly soaked and of course do not shrink or swell as they would do in a climate of great variation in dampness and dryness.

The use of Australian hardwoods is practically a thing of the past in European paving. Pine from the region of the Baltic Sea is now popular, and Mr. Church regards it as a very superior paving wood, when it has been properly treated with preservatives.

The supply of railroad ties, their treatment to lessen decay, and their handling where large numbers must be cared for, as well as devices to prevent excessive mechanical wear, were the subjects of profitable addresses and discussion. Lambert T. Erieson, assistant's perintendent of the Port Reading Creesoting plant, presented a paper on the mechanical handling of railroad crossities and timbers at preservation plants. There are, he said, a number of items to be considered. The condition of large quantities to be stored in limited areas and in limited periods of time, is a common one.

Besides the common conditions of limited areas for storage and the receipt of great quantities of material in bunches, so to speak, there is the common co-ordinate difficulty of obtaining the necessary labor to meet the fluctuating demands. The problem of keeping down the cost of handling comes in at this point. Where manual labor is depended upon entirely, it is necessary to have men skilled in their work, in order to keep the cost down to the regular piece-work rate. And when unskilled men are used, the cost of the handling goes up very materially. That is true more on the railroads where 7x9x812 crossties are used, than on those where smaller and lighter ties are handled.

The use of locomotive cranes, to switch and unload the materials, has proven to be very economical and successful under certain conditions. They are able to displace a locomotive in doing the shifting and are able to pile twice as much material in the same area, at less than half the cost of the manual method. The number of men required is very small in comparison with doing the work by hand. A thirty-ton crane can shift and stack, on an average, 3,500 to 4,000 ties per day, or 150,000 feet of switch timber. Including the cost of shifting the cars from the docks to the yard, the cost of stacking the ties with this method amounts to an average of \$0.008 per tie; the cost of stacking switch timber promiscuous lengths together, an average of \$0.35 per 1,000 feet.

The cost of loading treated ties from the trams for shipment with the crane amounts to an average of \$0.0045 per tie.

In all these calculations the cost of operating the crane, including operator, has been figured at \$1 per hour. This allows for interest on investment, depreciation, coal, oil, etc.

An instructive paper on "The Protection of Ties From Mechanical Destruction" was read by Howard F. Weiss of the Forest Products Laboratory, Madison, Wis. Lack of space prevents its publication in this issue, but it will appear in a future number.

The scope of work of the Yale Forest School was explained in an address by Samuel J. Record, who is a professor at Yale.

The address by J. H. Waterman, superintendent of timber preservation, for the C., B. & Q. railroad, summarized his observations during a number of years, regarding treated and untreated ties. His experience has been confined chiefly to the dry climate of the Dakotas, and southward and westward; but an interesting exception was the laying of 35,000 red oak ties, treated with zinc chloride, in 1903, between Concord and Jacksonville, Ill. There are still in the tracks 21,000 of these ties after ten years of service. The ties were laid in situations where they were subjected to excessive mechanical wear, and in most instances removals were not on account of decay but wear. Tie plates were not used. In the drier climate of South Dakota, 550 red oak ties, which had received the zinc treatment, were laid in 1900. In 1913 only eighteen had been taken out on account of decay. In Colorado a stretch of track in which pine ties, treated in the same way, were laid in 1900 had only five per cent of removals in thirteen years. The speaker strongly emphasized the point that one of the most sensible methods of conserving the forests is to give preservative treatment to all ties cut from quickly decaying species.

A paper on "Methods of Keeping Tie Records" was read by E. T. Howson, engineering editor of Railway Age Gazette.

F. J. Angier, superintendent of timber preservation for the Baltimore & Ohio railroad, addressed the meeting on the comparative value of air pumps and hydraulic pumps for injecting preservatives into wood. The speaker was inclined to give the air pump preference.

A technical discussion of the various styles of tram cars used by treating plants was contained in a paper read by J. H. Grow, engineer in wood preservation for the Allis-Chalmers Company, Milwaukee, Wis. The point most strongly insisted upon was that strength is more important than cheapness in equipment of a treat-

ing plant with cars. The paper contained a number of illustrations showing various styles of cars.

The committee on preservatives filed a lengthy report dealing with technical matters relating to materials and tests. The following-named men compose the committee: E. F. Bateman, chairman; S. R. Church, E. B. Fulks, H. M. Newton, A. E. Hageboeck, G. H. Davidson, and L. C. Drefahl.

A paper on the "Future Tie Material in the United States," by Henry H. Gibson, was read. This paper appears in full elsewhere in this issue.

Chicago was selected as the place of next year's meeting. The other cities figuring in the contest were San Francisco, New York, and St. Louis.

The following were unanimously elected as officers for the ensuing

PRESIDENT George L R v manuger treating points. Sante Le Rodroad. Tonoka, Kan

Pirst Viet Physipixt - Car G Clawford, manager American Crossoting Company, Louisville, Ky

STOOD VICE PRESIDENT R S. Marney, president Crossoted Wood Block Paving Company, New Ottoans, La

THEO VIOL PRESIDENT F B Ridgeway chemist International Crosseting Company Texarkana, Tex

STERFLYRY-TREYSTER F. J. August, superintendent maker preservation, Baltimore & Ohio Railroad, Baltimore, Md.

Among the resolutions presented by Chairman Trumbull of the resolutions committee the two following are perhaps of greatest

With mass. The Forestry Products Exposition is to be held in Christian and New York in April and May et this year, under the auspiess of the National Lumber Manufacturees' Association, this exhibition being the first and most important presentation of lumber and forest interests ever held, and of great importance in establishing closer relations between producers and consumers of timber, and in establishing the fundamental and economical principles connected with wood and its use, therefore, is closely related to that wood preservation; be it

RESOLVED, That the American Wood Preservers' Association heartily indorse the plans for this exhibition and tender its active cooperation through a special committee appeared for the purpose of preparing an exhibit representing the wood preserving industry.

WHEREAS. The Interstate Commerce Commission is now giving consideration to an increase in the rates of freight charged by railroads; and

Whereas. The granting of such increase is claimed by the railroads to be necessary to enable them to make improvements in their equipment and facilities; and

Whereas, The use of treated material is one of the fundamental features of economic railroad maintenance; be it

RESOLVED, That the American Wood Preservers' Association favors such an increase in the rates as will enable the railroads to carry out their plans for improved service.

Other resolutions urged the technical schools to give great attention to the wood preservation industry; directed the executive committee to arrange for a bulletin to be prepared and circulated among members; gave hearty thanks to the entertainment committee for its excellent program; to nonmembers who presented papers at the meetings; to the special committee named to urge the retention of creosote on the free list during the recent tariff revision; to the mayor and people of New Orleans, engineering society, the press and others for courtesies extended.

Sometimes when a man reaches the point of thinking himself a failure he is just beginning to develop real strength and get in trim to make good.

The best thing to do with verbal qualifications in connection with an order for lumber is to put them down in writing to prevent error and misunderstanding.

The man who habitually puts on an air of mystery when trade matters are under discussion generally hasn't much else to put on and is really just bluffing his way.

If you are not happy at your work and in your present surroundings make a study to see if the trouble is with yourself before seeking some other pasture.

The time to have a definite understanding of terms of sale is when an order is placed—not after shipment is made.

The fellow that watches his own business closely enough doesn't have to watch the other fellow to get pointers for progress.



# Future Tie Materials in the U.S.



#### Editor's Note

11 Is lowing paper on the future supply of the limber in this country was used before the American Wood Preserver. Association which was held at New Orleans January 20 22, 1914, by Beney II. Gibson, editor of Hamciano Brooks.

It is concludes expedient to take a thoughtful look ahead, and this condition is now present in the crossite industry of this country. It is a distinct and a semewhat peculiar branch of the lumber business. The demand for material is great, with a constant tendency to increase, and with assurance that the demand will continue. The substitute question has not seriously entered the cross-tie business. Scores of patents for metal and other composition and combination ties have been issued, but for all practical purposes such ties may be ignored. They cut practically no figure at all in the supply in this country because they are not used. Wood is furnishing and, as far as can be foreseen, it will continue to furnish the ties.

New lines will be built, but even if demand for new tracks is ignored the call for ties for repair work will continue and it must be met. The general public may not be aware of the fact that seven crossties are used for repairs and renewals for every one that goes into new lines. Of the 126,155,000 ties bought by steam and electric roads in 1911, only 11,041,324, or 8.2 per cent, went into new construction; the others were for renewals, and the proportion used for renewals was still higher in later statistics. This is an effective answer to the argument sometimes advanced by poorly informed persons, who say that the country's railroads are now practically all built and the demand for ties will soon fall to a small percentage of what it now is.

Two things are wrong with this argument. First, the building of new lines is not at an end, nor anywhere near it; and second, it it were so, the call for ties would not greatly diminish, because tracks will have to be maintained, and the principal demand is for repair work. The fact must be accepted that enormous quantities of ties must be provided every year as far into the future as men are now privileged to look; and the question which demands a practical answer is, where are these ties to come from? Are the forests producing them as fast as they are wanted, and, if so, will the supply continue in the future or will it decline?

It is not necessary to sound a sensational alarm. The country does not want sensations; it wants facts and careful conclusions. A good many scares on account of the lumber situation have turned out to be less warranted than at first was supposed, and it is unneces sary to repeat the experience; but the situation demands attention.

In round numbers, 125,000,000 crossties are needed yearly. This is equivalent to 4,000,000,000 board feet, and the ties cost the railroads approximately \$15 per thousand feet, board measure. Practically the entire quantity is cut from nine or ten kinds of wood, chief of which are oak, pine, Douglas fir, cedar, chestnut, cypress, tamarack, hemlock and redwood. Specifications sent out by the principal railroads of the country list seventy-eight woods that will be accepted for ties; but many of these are simply subdivisions of the oaks and pine, though a number of the so-called minor species are named.

A casual examination of crossties statistics will suffice to show that a few woods are furnishing most of the material, although the forests of the United States contain over 500 different species of wood. It might be supposed that when the few woods which now are furnishing the bulk of the ties become scarce, the tie cutters can simply switch off to some of the 500 other kinds and go on cutting. That would be a simple solution of the problem if it were practicable, but serious obstacles are in the way of doing it. Four out of five of the forest trees of this country, taken as they come, are unfit for any kind of crossties, and must be left out of all consideration, both for the present and in the future. They are either too small or too scarce.

The kinds of wood and the number of ties bought in 1911 by steam and electric roads in this country are shown in the list which follows:

Oak					59,508,000
Southern	pine				24,265,000

Douglas in				11,253,000
Western pine				2,696,000
Cledat				8,015,000
Chestnut				7,542,000
Cypress				5,857,000
Tamarack				4,135,000
Hemlock				3,686,000
Redwood				1,820,000
Gum				1.283,000
Maple	 	 	 	1,189,000
Beech				1,109,000
All others .				2,682,000
				_
Total				135.053.000

Nearly half of the ties are oak and about half of the remainder are pine. These two woods constitute sixty-five per cent of all. The largest demand is made on oak, because it has been regarded as the best tie wood, all things considered; and the first indications of diminishing supply are seen there. The railroads can still buy all the oak ties they want if they are willing to pay the price; but the contractors are obliged to go farther to get them, to take a little lower class of trees, and to charge more for the ties. In some localities no scarcity is apparent, but when the country as a whole is considered. it is quite noticeable. In Arkansas, for instance, the supply may be somewhat ahead of demand at times, while in Pennsylvania, Ohio and New York the railroads may have trouble in procuring the oak ties they need. Some regions which formerly had more oak than they could use now have little or none. There is no question that oak in this country is being cut much faster than it is growing, and it is only a matter of time until scarcity will be everywhere felt. This is probably true of white oaks more than of red oaks, as far as ties are concerned, but it holds generally for all oaks. Most ties are cut from small trees, and this practice strikes the oak supply of the future in a vital spot; for a tree that will make three or four ties now would be good for as many saw-logs some years hence. The oak-tie cutters, therefore, while utilizing a good deal of material which would otherwise be wasted, are industrious destroyers of prospective forests. They take the trees that are coming on, and the railroads, as well as other industries, will miss these trees in years to come. If white oak ties could be had when and where needed, and at reasonable prices, railroads would use few of any other wood.

The second important crosstie source is pine. The four southern yellow pines are considered best in the pine class, and long leaf pine, being harder and more durable than the others, is at the head of its class. This is the tree commonly known as Georgia pine, hard pine and heart pine. Two other southern yellow pines are largely cut for ties, short leaf and loblolly. They are softer than long leaf pine and decay more quickly when exposed to the weather. Statisties do not show the relative numbers of ties cut from the different southern yellow pine, but all are important.

Long leaf pine grows slowly and reproduces poorly. When present forests are cut little more need be expected from that tree. The situation is much the same with short leaf pine, but not with loblolly, of which more will be said in a future paragraph.

It is thus seen that white oak and southern yellow pine, which at present are the chief sources of ties, are being depleted. The process is not so rapid as to call for immediate alarm, but the tendency is unmistakable. Much northern white cedar remains, but its growth does not half make good the cut, and any increased demand would quickly bear results in lessened supply. In other words, there is not enough of this cedar to last long if tie-cutters should undertake to make good there what they will soon lose in white oak. The same holds for hemlock and tamarack. They are as important now for some time.

Chestnut is a substantial tie material, but it is now passing through

a crisis on account of the blight, and no dependence for the future can be placed on it.

The situation may be summed up in a way to show that the trees which now furnish the bulk of ties, and have done so for years, cannot do so much longer. Ties, however, must be had, and new sources of supply must be found. What are the possibilities along that line?

Douglas fir, western yellow pine and redwood are abundant in the tar West. They are supplying above 16,000,000 ties a year now, and for years to come they could furnish all the railroads of the United States. In fact, there is enough of these three woods on the stump now to supply for 200 years all the ties wanted, provided the demand would not increase above what it is now.

Two factors stand in the way of turning Douglas fir, western yellow pine and redwood over to the railroads as a reserve source of ties. The wood is needed for other purposes, and it is so far away from the majority of the railroads that the cost of the 2,000 or 3,000 miles haul would be prohibitive. The railroads must find ties closer home, if possible, or as long as possible.

In a preceding paragraph it was shown that the average cost of ties, when bought by railroads, was about \$15 a thousand feet, board measure. It happens that the average value of sawed lumber in the mill yard is practically the same, taken for the whole country. The value quoted for the ties applies when delivered on the right-of-way, which is generally near the place where they are to be used-their ultimate market. The lumber, on the other hand, is valued in the mill yard, the point of production, which averages about 300 miles from its ultimate market. The important point to bear in mind is, in making this comparison, that crossties, foot for foot, are cheaper than lumber, though the difference is small. It amounts to approximately the freight on a 300-mile shipment of lumber; that is, an operator can get a little more for his logs reduced to lumber than if he made them into ties, but the difference is not large enough to pay for sawing the ties. Otherwise tie timber would be sawed into lumber. There is a nice balance here, a sort of competition between the lumberman and the railroads for the tie lumber. The railroads have to pay enough to draw it away from the lumberman. In a former paragraph the statement was made that railroads could still procure all the white oak ties they want by raising the price. They would need to raise it only in those localities where lumbermen are now outbidding them.

This phase of the situation is somewhat modified by the fact that ties are often made of timber of such small sizes or otherwise of such inferior grade that if converted into lumber it would not be very valuable. This is really the saving grace in the situation, because if railroads were compelled to buy ties made of oak fit for quarter-sawing they could not afford to touch an oak tie.

As far as absolute scarcity of tie timber is concerned, it will be many a year before railroads are unable to get some kind of ties if they are able and willing to pay the price; but the time is not far off when the manner of providing ties for the country's railroads will need radical revision. The revision has already begun, and its basic principle does not consist so much in searching for new woods as in treating with preservatives the old woods to make them last longer. The salvation of the railroads lies in that direction. They must get along with fewer ties by making them give longer service.

The search for new woods has been thorough. It has been clearly seen that white oak cannot hold its place indefinitely, and it has been a question what shall take its place. Various suggestions have been made, and commendable efforts have been put forth to provide for the shortage when it comes. Enthusiasts have suggested that the semi-tropical hardwoods in southern Texas and Florida be utilized for crossties. The hardness of the woods and their unquestioned durability have been pointed out.

The suggestion is honestly made, but without due consideration of the fact that ties piled along the Rio Grande or on the southern coast of Florida are a long distance from the places where they are needed. But that is not the weakest point in the matter. All of the semi-tropical woods from Key Largo, Florida, to Devil's River, Texas, would hardly make enough crossties to last the railroads of this country one year. To depend on those woods to really help the situation

is a delusion and a snare. The list of alleged semi-tropical tie timbers is long enough, to be sure, and includes mangrove, lignumvitae, blackwood, strongback, buttonwood, inkwood, mesquite, huisache, catsclaw, horsebean, Texas coony and fifty more, but a personal acquaintance with the region will speedily convince anyone that the names are about all there is of the trees. Trunks are few, small, crooked, branched and deformed. Railrouds in the immediate vicinity use some of the woods for ties, but it is because they are convenient.

Some of the country's leading railroads anticipated tie shortage some years ago and undertook to plant trees and grow the necessary timber. The move was commendable and deserved better success than attended it. In the first place, not enough planting was done to make a ''drop in the bucket.'' Had all the trees done well they would not have furnished enough ties to amount to much; but there were other troubles. In the East the planted locust was eaten up by beetles; the chestnut was threatened or attacked by blight. In the South the catalpa was a fizzle; and the eucalyptus plantations on the Pacific slope are still in the inchoate and experimental stage.

Meanwhile the railroads must have ties, and they will continue to buy them in large quantities. The standby timbers, such as white oak, hard pine and northern white cedar, are still holding out, but they cannot meet the demand much longer, and other kinds of timber must make up the deficiency.

The reasonable thing to do is to treat all crossties with preservatives to make them last longer. By doing that the demand can be cut down nearly one-half, because a properly treated tie lasts nearly twice as long as one in its natural state. That, of course, depends on the kind of wood. Some last a long time in the wood's natural condition, and preservative will not double their period of usefulness; but others decay quickly if unprotected, and the life of such can easily be doubled.

Preservative treatment is neither new nor experimental. It has been tried and proved. In 1912 there were 112 treating plants in the United States, nearly ninety of which were well equipped. Steam railroads operate twenty-two plants for treating their own crossties and other timbers. In 1911 there were 31,141,231 crossties treated in this country, and it is interesting to note the various woods making up the total. The following table gives the information:

00	ai. The	TOHION	1mg	table	gives	ше	THIOTH	dation.
	Southern	pine.					11	,606,392
	Oak						. 9	,433,002
	Douglas	fir					3	.628.706
	Western	pine					1	.789.026
	Gum						. 1	.182,095
	Tamarac	k						755,414
	Beech							730,328
	Birch an	d mapl	е					620,047
	Hemlock							535,255
	Elm							292,008
	Spruce							102,808
	Cypress							101.864
	Lodgepol	e pine						92,158
	White pi	ne						78,273
	Hackberr	y						62,568
	Chestnut							47.538
	Sycamore							32,244
	Cedar							26,000
	Hickory							21,441
	Walnut							2,000
	Ash							1,390
	Cherry							674

The tendency is apparent in the above table. The treatment is being applied to woods which decay quickly without it, thereby drawing upon new sources of supply. The reports do not specify, yet it is well known that most of the nine million and more oak ties which passed through the treating plants were in the red oak or black oak class. These woods in the natural state decay quickly when laid it tracks; but treatment lengthens their life. Nine million red oak ties lessens the drain by that much on the white oaks. Even such woods as gum, beech, elm, white pine, sycamore and hickory make good ties after being passed through the preserving tanks. A practically worthless tie wood in its natural condition is converted into a serviceable piece of timber by the injection of preservatives.

In that direction lies the hope of the situation. Ties can be made

of the least control regarded as searcely worth cutting for that papers. Practically every tree that grows in this country, if large amount is good for thes, it treated. It very soft, like buckeye, aspen and write jone, plates can be used under the rails to prevent rapid Wear.

Viewed in that light, the tie situation is not particularly discouraging. Some of the old fixed woods are becoming scarce, but dozens of others heretofore hardly used are available with the aid of the treating tank. A practically clean sweep can be made of all trees on a tract, provided they are of suitable size. That will bring ties to the tracks which heretofore were left as an encumbrance on cutover land. Utilization will be closer, waste will be less. It will not be a question of finding new sources of tie material, but of making better use of well known sources. It costs more to treat a tie than to use it untreated, and for that reason woods which naturally last well will continue to be sought; but when they can no longer be found, or cannot be procured except at a price exceeding that of cheaper woods that have been given treatment, the cheaper woods will come in.

The time will doubtless arrive in the United States, as it has already come in France and Germany, when ties will be cut from planted timber; but that time is a good while in the future. A little planting has been done, and is being done, but for many years the railroads must look to natural woodlands for ties. Nature is still able to plant trees in this country a good deal faster and more cheaply than man can do it, but nature needs man's help in caring for them after they are planted.

Some of the species which hold out promise as sources of ties because they grow rapidly, reproduce readily, take preservative treatment easily and have extensive ranges, are loblolly pine in the South and white pine in the North; willow oak in the South and red oak in the North; and the cottonwoods and willow in the South and Middle West. These are not the only ones, but they are important. Rapid growth and good trunk form are essential. Loblolly pine in particular is remarkably promising because of its wide range, vigorous growth, dense stands, phenomenal reproduction and the value of the wood. Willow oak on fertile southern land grows nearly as fast as loblolly. It is in the red oak class. Black willow on good land grows as fast as either.

In the far West the tie problem is not serious. The pines and firs already of tie size are sufficient for all needs for many years: but, none the less, preservative treatment is as essential there as in the East; and it may be safely predicted that before many years few untreated ties will be laid anywhere in this country.



### The Ebony Forests of West Africa



The ebony is one of the most widely diffused and at the same time one of the rarest woods in the tropical and sub-tropical parts of the world. It is true that a few species of which our American persimmon (Diospyros virginiana) is the best known, occur in the temperate zone, but as a rule ebony is a tropical product. Enormous quantities of this valuable wood come from Ceylon, India, and other parts of the East Indies, but it is now becoming rare. During the last twenty-five years ebony has been exploited more or less extensively in parts of equatorial Africa. Several different kinds of woods not belonging to the ebony family are now being brought from Africa into the European markets, but this is because the region where true ebony abounds has not yet been opened up.

The true ebony tree, which the natives call evila (Diospyros ebenum), occurs abundantly in French Congo. It is found also in Cameroon, where it has been exploited more extensively than in French Congo. Early travelers who visited points on the west coast of Africa found ebony in great profusion, and it is said to be particularly plentiful in the Province of Gaboon of French equatorial Africa. It does not grow on low ground near the coast, but occurs farther inland all along the ridges and hills which in Gaboon run north and south. Central Gaboon, where this species attains its best development, is the territory lying between Libreville, which is the principal seaport town of French equatorial Africa, and Franceville, an inland town on one of the tributaries of the Congo river. This region is very hilly and is cut up by numerous small rivers, some of which flow north into the Ogoue and a good many flow south into the Congo river.

Gaboon lies within the belt of virgin tropical hardwood forests, having an average annual rainfall of about seventy inches. The forests here are exceedingly dense, forming impenetrable jungles along the streams and rivers. The ebony is found intermixed with a great many other forest trees, many of which may be classed among the precious woods. It is found in greater abundance at the tops of the hills and becomes gradually less plentiful as one approaches the streams in the valleys below. The natives have not yet exploited much of this wood, but they know its value as an article of export. Cam wood (Baphia nitida) is very plentiful along the water courses throughout this tropical evergreen belt of vegetation. This is the wood imported into Europe and America for dyeing or coloring.

The ebony is one of the finest and most graceful trees of the African forests. Its leaves are long, sharp-pointed, dark green, and

hang in clusters producing a very dense shade. Its bark is smooth and dark green. The trunk rises straight and clean of branches to a considerable height, often from fifty to sixty feet. Specimens may frequently be seen which have a diameter of five feet at the base. The mature ebony tree is always found hollow, and even its branches are not always sound. The sapwood is white and in an average tree it is from three to four inches thick. The heartwood, which forms the ebony of commerce, is jet black. The young trees are white or sappy to the center, and even where they attain a diameter of nearly two feet the heartwood is streaked with white. Trees less than three feet in diameter are not cut down.

Generally three or four trees stand together, and none others within a little distance. Ebony gatherers will have very little trouble in finding suitable trees to cut, but they experience the gravest difficulties in getting the lumber to a place of shipment. The logs cannot be floated, because even the thoroughly dried wood is heavier than water. The only local use for ebony, which is very limited, is for making the rudely shaped divinities, several of which may be found in every native village.

### Lumber Outlook in China

In the upbuilding of China there is a good field for American lumber, and a demand will soon be felt for railroad tie material. Although Japan holds a good place in the tie market on account of her proximity to north China, in her own native chestnut and oak, yet there is room for outsiders, especially in creosoted ties. Creosoted Oregon pine is already coming into the Chinese market at \$1.15 a tie. South China will require the more durable and lasting creosoted tie on account of its wet climate. For general building lumber the ordinary Chinese houses are now using native wood to a great extent. However, near ports and harbors a quickening demand is beginning to be felt for interior finish and flooring.

The lumber tariff on imports into China has been about seventy cents a thousand board feet in tie material. The costs for unloading ships, etc., include a river due of one-fifth of one per cent; lighter charges \$1.80 per 300,000 board feet; stevedoring, about forty-two cents a thousand. On the average it costs about \$2.85 a thousand feet to get lumber into the yard. Town deliveries vary in cost from thirty to seventy cents a thousand, and loading railway cars, about twenty cents a thousand. Such, in brief, are the figures from China as sent in by a lumber merchant at Hongkong.



# Sawing Defects and their Causes



Occasionally a wholesale dealer in lamber will find himself in a last fix with a lot of lumber on hand, perhaps on ears awaiting his order, having been refused because, as a result of poor sawing, it ran uneven in thickness. This condition is not uncommon in the yellow pine industry but seems to be more prevalent in hardwood sawnilling than in any other branch of lumbering. It is one of the reasons why many wholesalers in hardwood hesitate and even refuse to buy stock from the smaller mills, and it is one of the things that handicaps the small millman when he goes out to sell his stock gither to a wholesaler or to a consumer.

The writer has in mind a specific instance illustrative of this feature and the attitude experienced millmen and dealers take toward it. The case is that of a well-known hardwood millman who saws quite a lot of lumber himself and buys quite a lot from other mills to help supply his trade. Frequently owners of small mills come to him offering their product. He experimented with this stock until he found it so difficult to handle because of poor manufacture that he lost his inclination to turn a friendly eye to a proposition of this kind.

By and by, because of the insistence of so many of the smaller millmen, the large operator conceived the idea of instructing and supervising them in their work in the hope that some might be encouraged to improve their product. The particular case in mind here was a small millman who was so insistent on making a deal that the lumberman in question made a tentative agreement with him on condition that he would put his mill in proper order and do his sawing as it should be done. The millman readily agreed to all this and was very thorough in his promises to make his lumber right, and on this basis he went back home and started to work getting out lumber. By and by the lumberman went down to see what he was doing but no sooner did he observe the plant and its equipment, and the work it was doing, than he called the whole deal off. In talking of the matter afterward he said that the small millman simply had never gotten into his head a true conception of what it takes in the way of equipment and what it means in the way of perfection to do good sawing.

It is impossible to say just how much lumber is lowered in value by poor sawing at hardwood mills. It is easily evident that if it could be totaled and the deficits rightly measured it would present some startling figures. Moreover if the figures were presented it is probable that there are many millmen who would argue that a certain percentage of poor sawing is unavoidable and there is no use in trying to attain perfection in this work.

Yet we do get evidence now and then that notwithstanding many mills are woefully careless and many thousands of dollars are lost to the sawmilling fraternity because of poor manufacture lowering the value of their stock, it is not only practical to do almost uniformly perfect sawing but it is not difficult to find examples of where it is being done. The writer recently spent some days observing the work of a good mill with this very point in view. It was a well equipped mill but not extraordinarily so. It consisted of one log band saw and two band resaws, one for ripping flitches into boards and the other for resawing boards. The mill was kept under observation not just one day but in a general way for nearly a week, and during all that time it was hardly possible to find an instance of a board spoiled or lowered in grade because of poor sawing. The band saw in the mill was made to stand up to its work and the minute it showed signs of not doing so it came off the wheels and a freshly filed one took its place. There was nothing extraordinary in either the filing room equipment or the filer's ability. It was just an average example of modern, well handled sawmilling in which the percentage of poorly manufactured lumber was so low as to be practically a negligible item.

A certain yellow pine millman once made the statement that if he got as much as a carload of missawed lumber in 12,000,000 feet of stock somebody would get a jacking up. This was said to illustrate the degree of perection that is attained in the work of

sawing in some of the pine mills. Pretty nearly the same degree of perfection can be obtained in a hardwood mill. It may call for changing saws oftener than in sawing pine but there is nothing impractical or extremely difficult about it in this day of science and outomatic appliances in the filing room, and its accomplishment is possible.

It is contended by some that the greatest percentage of miscuts in sawing lumber is due to crowding, to efforts to secure quantities extended to the point where they sacrifice quality. This fault, however, is more likely to be found in the pine mills than in the hardwood. The hardwood men realize that they must handle their work more carefully than the pine men to get the best lumber in the best shape from their logs, consequently there is not generally the same element of crowding in the hardwood mill that is found among the pine mills. Perhaps there are some mills where they put so much stress on the quantity that they sacrifice quality, but that is not the rule especially in these days when the quantity element is helped along by the use of resaws to relieve the mill saw of part of its work.

What is usually assigned as the next important cause of miscut lumber is poor work in the filing room, which may be due to either ignorance or neglect. Sometimes when a new filer comes on to the job even though he has had experience and takes pains with his work he will have some trouble for a while. However there are competent filers to be had and millmen as a rule pay enough for this filing service that they may well insist that their saws stand up and do their work. It is the duty of every mill manager to watch this point in his mill carefully for sometimes even if the filer is competent he becomes careless and negligent and things of this kind should not be tolerated in this day, because both the timber and the time of the millmen are too valuable to be wasted at poor sawing. Sharp saws should be insisted upon rather than so many saws or so many changes a day. A dull saw not only pulls heavy but it runs uncertainly and is likely to go bad and spoil lumber any minute. The sawyer should watch his saw carefully and when it shows dull, pull it off immediately regardless of how long it has been running, and see that it is put in perfect cutting

Foor head blocks and poorly and improperly installed machinery may cause defects in sawing. There is very little excuse for this condition because any man competent to erect and operate or manage a sawmill has sense enough to know when his machinery equipment is faulty either in itself or in its installation. That means that it is either negligence, carelessness or something of the kind that permits the use of machinery not in proper condition. There is very little excuse for the man who permits things of this kind to continue very long.

Another preventable and inexcusable source of defects may be found at the edger. Here again we have a matter of carelessness rather than of ignorance. Carelessness makes a dozen bad boards where ignorance or necessity makes one, and it is carelessness that causes fully ninety per cent of the irregularities and defects in the edging and trimming of lumber. Carelessness of this kind is unnecessary and inexcusable. It is the duty of the sawmill foreman to prevent just such things as these. The manager or the owner should see that his mill foreman does his duty in this respect.

Miscuts in sawing and lumber spoiled or lowered in grade through defective manufacture is, after all, quite largely a matter of habit. It is a habit of neglect and carelessness that somehow fastened on to the system of millmen and operators in the old rough and tumble days when timber sawing and precision in sawing were not considered factors of great importance. We need some swearing off from these old habits and a campaign of reform in the sawmilling industry that will cry out for precision in this work until it not only makes itself heard but until the cry is duly heeded by the majority of sawmill operators without regard as to their size.



### Names of Woods Hard to Change



It is much easier to name a free than to change the name after it has been accepted by persons well acquainted with it. One of the lest examples of this is yellow poplar. Botanists have tried long and hard to prevail on lumbermen to call this "tulip-tree." That is a good, descriptive name, from the botanists' standpoint. It is the only tree in this country that bears a flower which resembles a tulip, and for that reason the name would define the tree without any probability of confusion. The United States Forest Service threw the great weight of its influence on the side of the botanists fifteen years ago. When Sudworth's Check List was published in 1898, it sanctioned the use of the name tulip-tree as official.

The change of name never became popular with lumbermen and users of wood. They refused to call it by the new name. In fact, few lumbermen to this day understand what tree is meant when the name is used. The term yellow poplar is so firmly fixed that change to anything else is improbable. In some regions, however, it is called whitewood. This is particularly true in New England. The same name, however, is often applied to basswood in the same regions, and confusion is quite probable; but yellow poplar means one tree and no other.

Trees which lumbermen name are nearly always named because of some prominent characteristic of the wood. Names bestowed by botanists usually describe some feature of the leaf, fruit, flower, or bark. The wood is the only thing with which the user is concerned. It matters little to him what its shape or size of the leaf or flower may be. On the other hand, the botanist seldom looks at the wood, but gives all of his attention to foliage and other external features.

If these facts are borne in mind, many of the double or numerous names of the same tree can be accounted for. For example, Sudworth's Check List, already referred to, contains approximately 500 trees which grow in the United States, and these trees have 2,414 English names, besides several names in Latin without any English equivalents. This amounts to about five names for every tree, on an average. If a person will go over these names, one by one, he can usually pick out the names bestowed by users and those given by botanists. For example, white pine is a lumberman's name, but white bark pine is a botanist's; net leaf oak is a name devised by a botanist, but post oak is a woodsman's term; lanceleaf alder is plainly a name bestowed by a man who was looking at the foliage, but red alder's name was given by users of the wood.

As a general thing, trees which are of small commercial use carry names given by botanists; but those of importance in lumber transactions bear woodsmen's names. Attempts to change names in common use are not usually successful. The failure of the effort to induce users to call yellow poplar by the name tulip-tree is an example. Another that has been equally unsuccessful is seen in the case of soft maple. Botanists want that tree called silver maple on account of the color of the leaves and bark. Nurserymen have made the change. When they sell soft maples for shade trees in yards and along streets, they sell "silver maple"; but when a lumberman buys or cuts the same tree growing wild, he calls it "soft maple." The name silver maple is probably never found written on the records of a sawmill or other wood-working factory. From the standpoint of exact definitions, the botanist's name is preferable, because there are several species and varieties of soft maples, all considered as one by lumbermen, but botanists insist on a separate name for each.

Rock elm is another case to the point. There is no question that more than one elm sometimes passes by that name in lumber yards, but the tree commonly considered as rock elm is the *Ulmus racemosa* of the botanists, which is most abundant in Michigan and Wisconsin. Botanists insist that the tree should be called cork elm, and it is so named in Sudworth's list of trees. That name naturally suggests itself to one who examines the living tree,

because the lumps of bark on the limbs are easily seen and suggest knobs of cork; but the lumberman who handles logs or lumber sees no cork, and the name means nothing to him.

The hardness of the wood, however, does mean something to the man who uses it, and in recognition of its hardness he calls it rock elm. Attempts by non-users to have the name changed to cork elm have met with no success. The name is practically unknown among the users of the wood.

A similar situation exists in the case of "rock oak." Botanists do not recognize that as the proper name of any tree, yet at least three oaks are occasionally so called by lumbermen. That to which the name is usually applied is the Quercus prinus of botanists (chestnut oak). Its leaves resemble those of the chestnut, hence the name; but the user of the wood cares nothing about the leaves. Hardness and strength are what appeal to him, and he prefers to call the wood rock oak, occasionally designating it "iron oak," by which term he translates his idea into words.

Tupelo is another instance of lack of success attending the efforts of botanists to change the name of a tree to which lumbermen had already given a name. If one observes the crown of a tupelo tree in spring when leaves are young, the whole top looks as if it were sprinkled with cotton. It is the hairs on the young leaves. It is a conspicuous feature and one which might reasonably be considered in naming the tree. It would be supposed that the botanist who gave the species its technical name (Nyssa aquatica) would have thought of the cotton and devised a term which would have recognized that conspicuous feature, but he did not, for some reason. The Latin name which he bestowed on this, the largest and least graceful of the gums, might be liberally translated "water nymph." What suggested such an incongruous name is not now known.

Users of the wood, from the days when its chief place was as "'back-logs'' in southern cabins, called it tupelo, a name bestowed by some forgotten, untutored, wild Indian "botanist" who had his eye on the fruit. The name, when once adopted, stuck to the tree, and it is popularly called tupelo to this day.

Modern botanists recognized that the original name giver had missed an opportunity when he forgot about the cotton on the leaves; and they appealed to lumbermen to correct the oversight as far as possible, by changing the commercial name from tupelo to cotton gum.

Lumbermen have not acted on the suggestion. Statistical reports compiled by mills and factories seldom use the term cotton gum, and there is no reason to suppose that they will do so. Tupelo seems to be a fixture in lumber nomenclature.

### Back to Old Days

A clipping from the Boston Post regarding the construction of the "Drfiance," a yacht to be built at Bath, Me., for a syndicate of New York, Philadelphia and Boston yachtmen as a candidate for the defense of the America's cup, has the above caption, the meaning being that instead of using a finish of bronze plates the designers of this vessel will utilize a thin skin of mahogany to cover the hull of the vessel, inasmuch as it is deemed that a smoother finish can be obtained and there will be less likelihood of buckling from the rivets.

While the news item suggests that this idea is logical and that polished mahogany ought to prove less resistant to the water than any sort of metal and to be less affected by salt water, the most pertinent part of the item is the statement that "whatever the results may be in its use, the sentimental value of a partial return of the old days of wooden construction is considerable." This simply illustrates the fact that granting that two types of construction are similar, there is a real apparent public sentiment in favor of wood which has stood the tests for centuries, and which is capable of standing almost any test for centuries to come in face of all opposition.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department. HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

### B 643-Agrees That Old Hickory Legend Is False

The writer of the following letter read in the issue of HARD-WOOD RECORD, December 25, in the article entitled "Some Falla cies of the Forest," the refutation of the old legend regarding the cutting of hickory when the sap is down. He writes as follows:

Aurora, Ind., Jan. 10. Editor Hardwood Record very much interested, and I believe greatly to our advantage, in the articles entitled "Some Fallacies of the Forest." All users of hickory timber have been taught to caution every man who cuts hickory that he must do so when the sap is down, from August to January and that timber cut at any other time proves worthless. While many users of hickory could not always lay in supplies sufficient to last a year and have used lots of hickory cut when the sap was up, they found that with proper care they got as good results as when cut at the so-called "proper time."

This article will prove a great comfort to all of us who are glad to get hickory cut at almost any time of the year.

#### B 644-Wants Hickory Squares

Detroit, Mich., January 16 .- Editor Hardwood Record: a continuous supply of hickory squares of various sizes and lengths.

Must be forest hickory. We will be obliged to you for any information as to who can supply this stock.

This correspondent has been given a list of manufacturers of hickory squares. Anyone desiring to communicate with this prospective purchaser can have the address on application .- Edito:

### B 645-Hardwood Man Writes Regarding National Rules

-, January 19 .- Editor Hardwood Record: I read your article in the December 25 issue of Hardwood Record under the heading "Kicking About Grading Rules" with interest and I thought it a plain, clear and honest statement of conditions. It was the consensus of opinion of the hardwood manufacturers that the slight changes in the rules made last June at the annual convention did not lower the grades of lumber but rather balanced them up and made them more concise and more easily interpreted. In a personal way I am glad to say that no consumer to whom I am shipping has refused to accept present rules or has even commented in any manner whatsoever as to the slight changes made last June. The demand for National inspection is more popular than ever ..nd National inspectors are all busy. This is true notwithstanding the fact that the last few months of 1913 were very dull.

The buyer has a perfect right to buy on any rule the seller will sell on, but of course the National association can inspect only on the rules in

### B 646-Wants Cull Box Pine

Dolgeville, N. Y., January 20, 1914. Editor Hardwood Record: We are wondering where a large number of box makers secure a grade of cull box pine for making packing cases. We are in the market for a large quantity of this stock if it can be purchased at a reasonable price and we wish that if you know the names of several parties who will be able to supply this, you would advise us.

This concern has been given the names of a few people that could possibly get out this particular stock. Others interested can have the information on application .- EDITOR.

### B 647-Wants 7/8"x21/4" Face Maple Flooring

Greensburg, Ind., January 17. Editor Hardwood Record: good personal friend of mine who is in the contracting business writes me that he is in the market for 50,000 feet of No. 1 maple flooring %"x21/4" face for delivery at Pontiac. Mich., where he is completing one of his contracts. Would you be kind enough to give me a list of maple flooring manufacturers who could supply him with this stock and who in your judgment would be apt to quote him prices that would be in line?

This concern has been given the names of a few manufacturers in that region. Others interested can have the address on application to this office.-EDITOR.

### Clubs and Associations

### Board of Managers N. H. L. A. Meets

The semi-annual meeting of the board of managers of the National Hardwood Lumber Association was held at the executive offices 1864 McCormick Building, Chicago, January 13, 1914, with the following attend-Chas. H. Barnaby, president; Orson E. Yenger, vice-president; J. V. Stimson, vice-president; E. V. Babcock, vice-president; Frank F. Pish, secretary treasurer, Gardiner 1, Jones, Fred W. Mowbray, David Wolf, M. J. Quinlan, W. J. Hetherington, Earl Palmer, Oliver O. Agler, F. A. Diggins, C. A. Goodman, F. S. Underhill, W. W. Knight, B. C. Currie, Jr., T. M. Brown, Chas. B. Dudley, G. N. Breece, J. W. Dickson.

Report on membership since the convention of June 7, 1913, showed seventy-three new applications received. Of this number fifty-five had been passed upon and admitted to membership at executive committee meetings and the remaining eighteen were elected to membership.

Secretary Fish reported after making deductions of concerns who had retired from business and been lost from all causes, that the net gain was considerably in excess of that of any recent year and that the present membership in good standing is 883 firms.

Invitations to hold the seventeenth annual meeting were presented from New Orleans, Philadelphia, Buffalo and Chicago, and the board voted unanimously to hold the next annual convention in Buffalo, N. Y. on the invitation of the lumbermen of Buffalo, and the dates selected were June 18 and 19, 1914.

#### Stave Men to Meet in Chicago

Chicago was chosen as the next meeting place of the Tight Stave Manufacturers' Association, which ended its annual convention at Memphis, Tenn., January 21. George Walbert. Batesville, Ark., was elected president and E. H. Defebaugh, Chicago, re-elected secretary

### Forestry Association Meeting

The American Forestry Association met in Washington, D. C., January 14, in its thirty-third annual meeting. This is a voluntary public service organization, asserted that forestry means the propagation and care of forests for the production of timber as a crop, the protection of watersheds, the utilization of non-agricultural soil, and the use of the forests for public recreation, and urged that federal and state governments undertake scientific forestry upon forest reserves for the benefit of the public. The association pledges itself to support federal administration and management of national forests; federal co-operation with states, especially in forest fire protection; acquirement and development of forest lands by the states; the encouragement of forest planting by federal, state and private owners; close utilization in logging and manufacturing, without loss to the owner; cutting of mature timber as the domestic market demands it and equal protection to the lumber industry and to public interests in legislation affecting private timberland operations.

After transacting a large amount of business, one item of which was embraced in a resolution to hold the 1915 meeting in San Francisco, the following officers were elected:

PRESIDENT—Dr. Henry Sturgis Drinker, South Bethlehem, Pa. VICE-PRESIDENTS—Joseph N. Teal, Portland, Ore; Joshui L. Bally, Palladelphia, Pa.; Frederick, Delano, Chicago, III.; Pr. Charles W. Eliot, Cambridge, Chicago, III.; Pr. Charles W. Eliot, Cambridge, Chicago, III.; Pa. Asbury F. Lever, South Carolina; Watter L. Fisches, Washington, D. C.; Hon, John R. Claney, Allony, N. T. Hon, Churts Guild, Roston, Mass.; Everitt G. Griggs, Tacoma, Wash.; Lon. Iliram Johnson, Sacramento, Cal.; Gifford Pinchot, Washington, D. C.; Oscar W. Underwood, Washington, D. C.; Dr. J. T. Rothrock, West Chester, Pa.; Dr. Filibert Roth, Ann Arbor, Mich.; Dr. Robert S. Woodward, Washington, D. C.; Thomas Nelson Page, Washington, D. C.; Pranklin K. Lane, California; David Houston, Missouri; George K. Vanderbilk, North Carolina.

West Chester, Pa.; Dr. Filibert Roth, Ann Arbor, Mich.; Dr. Robert S. Woodward, Washington, D. C.; Tranklin K. Lane. California; David Houston, Missouri; George K. Vanderbiti, North Carolina.

DIRECTORS—E. T. Allen. Portland, Ore.; Robert P. Bass. Peterboro, N. H.; W. R. Brown, Berlin, N. H.; Herman H. Chapman, New Haven, Conn.; Dr. Henry S. Drinker, South Bethlehem, Pa.; John E. Jenks, Washington, D. C.; Otto Luebkert, Washington, D. C.; Chester W. Lynn, New York City; Charles Lathrop Pack, Lakewood, N. J.; Alfred Caskill, New Jersey, Charles F. Quincy, New York City; J. E. Rhodes, Chicago, Ill.; Ernest A. Sterling, Philadelphia, Pa.; John L. Weaver, Washington, D. C.; J. B. White, Kanasa City, Mo.

AUDITORS—Charles F. Quincy, New York City; Ernest A. Sterling, Philadelphia, Pa.; Lynn, Pa.; Lynn, Philadelphia, Ph.; Lynn, Ph.; Lynn, Ph.; Lynn, Philadelphia, Ph.; Lynn, Ph.; L

### Philadelphia Wholesalers' Hold Annual

The Philadelphia Wholesale Lumber Dealers' Association held its twentieth annual meeting and banquet on January 8, in the Union League building, Owen M. Bruner, of the Owen M. Bruner Company, president, in the chair. The walls and tables were elaborately decorated, and a select orchestra furnished delectable music at intervals throughout the

President Bruner's speech follows in part:

This evening, which marks the conclusion of the present administration, terminates a happy, harmonious and strenuous year. It has been a true pleasure for me to have hid the honor of being your president, and I owe a deep debt of gratified for the faithful and loyal support of the vice-president, board of directors, and standing com-

whom have devoted their time and energies for the

decrease whom have devoted their limit and chergies for the death A bistol, of or, secondation as ever board the presentation by the lumber press gives us more than research and type and to A to the methods to the cultions and reported the form the New York Lumber than Journal Southern Lumbertune at Aze (sean Lumbertune Lumbertundan Sevenes, Lumbert World Review Hageweep Riceary who made particular mention in their colorius are most lines.

of our meetings.

Me crasson sing stell to our association the establishment of a ladder believing that our endeavors to climb it would lend to our increased efficiency. Committees were ampointed to look into the fensibility of these plans and will found report the pros and cons of their investigations, which may be that a climb a days given two dimens, which may per hap initiate the custom of annual dimens to relatives and salesment. At the dimer to the relatives R to Kay was foostmaster of the course of this address Helbert ! Robinson invited the "association of the local wholesafe firms to call upon the relatives to talk about of the local wholesafe firms to call upon the relatives to talk about given in the class of the current court could not be accepted in writing whether course it is now suggest it. I hope the incoming administration will arrange a time for our association to call in a body upon these retailers. They need not give "pink tens" at their yards for our reception, but do you not think that a happy sociability will pay us all

It seems to me that our organization should work with all lumber-ment egement the encroachment of wood substitutes. We believe that cement must its place in its use for sidewalks and pavenients, but we had, that coment and other substitutes should not supplant wood where wood is the oscillation to be supplied to the supplied of the pro-wood is the oscillation to be supplied to the recent wood is the oscillation to be supplied to the re-wood is the oscillation to be supplied to the re-bestitutes and I would not got her to the architect and prevaled upon him to use more than 100,000 feet of fir and yellow pine instead of cement. The use of coment there would have climinated the use of other lumber in the nurther construction of the pier. The big occan storm of the other day at Atlantic City proved that wood in its resiliency is superior to concent. Over 500 feet of cement crumbled before the ocean waves. This twentieth ammyersary of our organization. I think, should be cell bacted as an expression's night, with the pleasure and honor of having in the chair one of our most loyal and substantial members and an expression.

Robert E. Lippincott gave a talk, which was a salient feature of the evening's entertainment. He dwelt upon the progress of the organization, its achievements in behalf of the business man and its glowing prospective for still further good to all who should join in its membership.

Speeches were made by E. F. Perry, New York, secretary National Wholesale Lumber Dealers' Association; John W. Long, New York, and Edwin H. Coane, an old time lumberman now retired from the business and associated with the Pennsylvania Lumbermen's Mutual Fire Insurance Company. Mr. Coane, to the amusement of all present, also sang "Jersey Sam," in his own inimitable style.

After the transaction of routine business the election of officers resulted as follows: Ralph Souder, of Hallowell & Souder, last year's vice president, elected president; William T. Betts of Charles M. Betts & Co., was made vice-president. and J. Randall Williams, Jr., of J. Ran dall Williams & Co., secretary and treasurer Among the directorate J. Elmer Troth and Wil liam Betts were re-elected. Augustus J. Cadwallader was elected for three years to succeed Owen M. Bruner.

### Regarding the National Wholesalers' Meeting.

E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, has just returned from Buffalo, where he conferred with M. M. Wall and M. E. Preisch, trustees of that association, regarding the coming meeting of

the organization on Wednesday and Thursday, March 4 and 5 at Buffalo. These gentlemen went into the details of arrangements and the hotel facilities. It was decided that the Iroquois hotel offers excellent equipment for the meeting and banquet.

The committee has in mind several prominent speakers who are expected to be present at the banquet, and the entertainment features, both through the association and the Buffalo Lumber Exchange, will be very pleasant. There will be several matters which will be open for discussion on the floor of the convention, and the meeting promises to be a very important and interesting one

The Buffalo Lumber Exchange has appointed a special entertainment committee to provide and arrange for the comfort entertainment and hospitality of the visitors. That committee consists of M. M. Wall, chairman, John McLeod, Orson E. Yeager, C. Walter Betts, M. S. Burns. Hugh McLean and Henry I. George.

### National Lumber Exporters Meet

The regular annual meeting of the National Lumber Exporters' Association was held January 22 and 23 in the Rose room at Hotel Sherman, Chicago, with President Fred Arn of Chattanooga, Tenn., in the chair, and J. McD. Price of Baltimore, Md., secretary.

The business of the past year and prospects for the future were discussed; but as all the sessions were executive, and the proceedings were not made public, exact statistics of the past year's business are not available. It is known, however, that the exports of lumber are increasing, as is shown by data for eleven months of 1913 compared with the corresponding period from 1912, the month of December being omifted from both. These figures are given in the following table:

	First 11 Months First 11 Months
Hewed timber	01 1912 01 1913
Hewert Himber	8 724.236 8 867,781
Sawed timber	10,016,503 8,915,773
Lumber	
Cypress	168,631 442,285
l'it	7 178 869 8 409 156
G im Oak White pine Longleat pine	. 1,960,074 2,570,330
that	10.342.391 11.483.740
Marita and	10.042,001 11.450,140
White lane	770,599 1,472,988
Longical pine .	14,914,163 19,837,709
Shortleaf june .	914,165 813,339
All other pine	5,680,883 4,074,228
Poplar	1,233,461 1,458,006
Redwood	749,974 1,309,129
Sprace	
All white leading	
All other lumber	. 6,904,633 6,672,221
Joist and scantling	511,288 323,022
Railroad ties	1,024,853 2,698,642
Round logs	
	0,121,000

The total for the first eleven months of 1913 was \$75,643,936, compared with \$67,148,727 for the corresponding period of 1913. The difference in exports was \$8,495,709, in favor of 1913.

All officers were reëlected except two directors whose terms expired by limitation provided in the by-laws. The election of officers resulted as fol-

PRESIDENT-Fred Arn. Chattanooga, Tenn.

FIRST VICE-PRESIDENT—Frank F. Fee, Dermott, Ark. SECOND VICE-PRESIDENT—Chester F. Korn, Cincinnati, Ohio.

TREASURER-John L. Alcock, Baltimore, Md.

SECRETARY-J. McD. Price, Baltimore, Md. FOREIGN REPRESENTATIVE - Frank Tiffany, Leamington, Eng.

CHAIRMAN TRANSPORTATION COMMETTER: Frank F. Fee. CHAIRMAN ARBITRATION AND COMPLAINTS COM-

MITTEE-Chester F. Korn.

CHAIRMAN MEMBERSHIP COMMITTEE-W. J. Eckman, Cincinnati, Ohio.

DIRECTORS—R. J. Darnell, Memphis, Tenn.; C. 1. Milliard, Norfolk, Va.; W. H. Russe, Memphis, Tenn.; Harvey M. Dickson, Norfolk, Va.: F. E. Hoffman, Fort Wayne, Ind.: J. W. Mc-Clure, Memphis. Tenn.; Edward Barber, Cincinnati, Ohio: George M. Spiegle, Philadelphia, Pa.; G. A. Farber, London, Eng.; W. M. Ritter, Columbus, O.; Frank Purcell, Kansas City, Mo.; Ferd. Brenner, Alexander, La.

Time and place for holding the next meeting were not fixed.

### Important Meeting Southern Hardwood Traffic Bureau

The Southern Hardwood Traffic Bureau has, through the filing of a suit before the Interstate Commerce Commission at Washington against a number of roads in the Southwest, taken the first step in the direction of securing a lower rate on hardwood lumber shipments to Galveston and, incidentally, of obtaining more satisfactory rates on export shipments via New Orleans. The petition, filed through J. R. Walker, special attorney of the bureau at Washington. sets forth that there is unjust discrimination

against Memphis, which is charged twenty-six cents on shipments to Galveston, as against sixteen cents for Cincinnati and seventeen for Chicago. The commission has been asked to pass on this phase of the matter and to grant a rate of twelve cents from Memphis. The real object of the petition, however, is to secure entrance into Galveston so that exporters here may have another port through which to send their lumber shipments abroad. The rate to New Orleans is twelve cents, and a similar rate is sought to the Texas port. New Orleans steamship companies have been acting very arbitrarily in the matter of rates, and the entrance into Galveston is sought so that there may be another port with equal facilities open to lumber exporters. Mobile is the only other port that can be reached on advantageous terms now, and the use of this is largely barred on account of the lack of adequate facilities. Plans for removing the restrictions at New Orleans have been under way for some time, and the filing of the petition in question is expected to furnish the solution of what has been a rather trying situation for exporters at this point. If this move fails to bring relief there are still other methods under consideration. The bureau believes that it is right in its contentions and that the time has come when the shippers here who export lumber are entitled to more consideration than they have been receiving at the hands of the steamship companies. The Galveston rate will give the former an entering wedge and the situation promises developments that may in the end prove quite interesting.



FRED ARN, CHATTANOOGA, TENN., PRESI-DENT NATIONAL LUMBER EXPORT-ERS' ASSOCIATION

The bureau has likewise taken additional steps toward forcing the Louisville & Nashville to grant more taverable transit arrangements than are now in effect. The other carriers here some time ago consented to the arrangement by which one kind of logs could be shipped in and another kind of lumber shipped out and the refund on the logs claimed without regard to the character of the outbound traffic. This has proven of very great advantage to local lumber interests because it has pre vented a great deal of money from being tled up in the shape of refunds on log shipments held back. Efforts have been made to perfect similar arrangements with the Louisville & Nashville, but these have failed, with the result that the secretary-manager, Mr. Townshend, has been instructed to place the matter before the Interstate Commerce Commission. officials of the bureau were quite enthusiastic during the recent annual of that body over the accomplishments of the past year ,including this better transit arrangement with the principal lines entering this city, and they are anxious to make it "unanimous."

This was the first meeting held since the recent annual, and in addition to the transaction of the foregoing the board of managers re-elected yohn W. McClure of the Belgrade Lumber Company as treasurer and J. H. Townshend as secretary-manager. The board also filled the vacancy caused some time ago by the death of John Dwyer, traffic manager of the Lamb-Fish Lumber Company, by the election of W. B. Burke, general manager of the same company, as one of the directors of that organization.

It was found that the constitution and by-laws needed some amendment, and a committee of three, composed of C. D. Hendrickson, Frana May and W. A. Ransom, was appointed by Chairman Burgess to make recommendations as to the changes desired. These proposed amendments will be voted on at the expiration of sixty days. The bureau was organized little more than a year ago, but it has widened its scope so rapidly that it has outgrown the by-laws that were adopted in the beginning as tentative.

Three new members were elected at this meeting: J. W. Wheeler & Co., Memphis and Madison, Ark.; The Mark H. Brown Lumber Company, Mounds, Ark.. and the Memphis Band Mill Company, Memphis. There is an active campaign under way for new members, with the goal set at one hundred firms. There are more than sixty at present identified with the bureau and it is proving so useful to all concerned that it is anticipated that little difficulty will be encountered in reaching the desired mark.

### St. Louis Lumbermen's Exchange Elects Officers

The others elected at a recent meeting of the St Louis Lumbermen's Exchange, held in that city, resulted as follows: F. H. Smith was reelected president and H. A. Boeckeler vice-president. The directors elected were: E. H. Luehrman, T. E. Youngblood, W. W. Milne, Charles E. Thomas, W. P. Anderson, Thomas E. Powe, and Franz Waldstein.

The secretary will be chosen at the first meeting of the directors, and it is expected that George McBlair will be re-elected.

### Memphis Club Gives Banquet

One of the most notable gatherings in Memphis in a long while was on the occasion of the recent prosperity banquet given by the Business Men's Club of Memphis to its members and to invited guests from all parts of the country, including high officials of railroads, bankers, business and professional men. Covers were laid for more than 400 in the new Hotel Chisca. General Luke E. Wright, former Secretary of War under the Taft regime, acted as toastmaster, and the list of speakers included many notables. J. D. Allen, Jr., president of the Lumbermen's Club of Memphis, delivered the address of welcome on behalf of the Business Men's Club with which the Lumbermen's Club is closely affiliated and in which there is a large percentage of lumbermen. Memphis has enjoyed the greatest prosperity in its history and the banquet was primarily for the purpose of celebrating this fact. There was an even deeper significance in the occasion, however, because it was shown through the addresses of the evening that Memphis, because of its location as the centre of a section which is wonderfully rich in natural resources and because of the rapid strides made in both industrial and commercial lines, was entitled to one of the regional banks authorized by the newly enacted currency law. The Business Men's Club has been doing everything in its power to press the claims of Memphis and nothing that has been done has made so great an impression as the prosperity banquet which has passed into history as one of the most notable achievements, from an entertainment standpoint, of a city which is remarkable for its performances along this line. All of the after dinner speeches are being arranged in pamphlet form and it is expected that much good will be accomplished in the direction of boosting this city as the future home of one of these regional institutions. The lumbermen have been backing the Business Men's Club and they are heart and soul with that body in the movement which it has launched under such favorable auspiess and in such a happy way

#### The National Chamber of Commerce

The state of Illinois should be proud of its record as advocating and supporting the advanced business and industrial ideas as evidenced by the membership of Illinois commercial organizations, which have joined the Chamber of Commerce of the United States of America.

A news bulletin recently issued by that organization says that there are now fifty-six commercial organizations in Illinois represented in the National chamber.

There is a total of 488 organizations, constituting the membership of the National Chamber of Commerce. Every state and territory is represented with the exception of New Mexico, while commercial organizations in Hawati, Porto Rico and the Philippine Islands have been elected. The American Chamber of Commerce in Paris, and the American Chamber of Commerce for the Levant are also members.

The second annual meeting will be held in Washington, February 11-13, and several hundred business men, representatives of the different associated organizations, are expected. February 12 will be devoted to the proposed consideration of all that is involved in the Sherman antitutust law and the regulations of corporate activity by law.

On February 11 Secretary Wilson of the Department of Labor will address the meeting on "The Relation of the Department of Labor to Industries and commerce".

### Forest Products Exposition Progress

The board of directors of the Forest Products Exposition Company met Jan. 15 at the Blackstone hotel, Chicago.

Pursuant to the action of the stockholders of the Exposition company at the meeting held October 1, 1913, the board of directors resigned in favor of the members of the board of governors of the National Lumber Manufacturers' Association, subject to their qualifications at a meeting to be held January 28, 1914.

It is understood that the board of governors to qualify as directors on the date named, will, in turn, elect the officers of the National Lumber Manufacturers' Association as officers of the Forest Products Exposition Company, and will appoint the members of the board of directors who have just resigned, as members of the Forest Products Exposition committee of the National association in full charge of the affairs of the exposition.

The secretary presented a report showing that of the 500 shares of capital stock of \$50.00 each, 320 shares have been issued and paid for, and 125 shares additional are definitely subscribed for, thus leaving 55 shares of the total issue yet to be sold. It is not anticipated that there will be any difficulty in selling these.

Contracts for space in the Chicago Collseum and in the Grand Central Palace. New York, already signed and definitely promised cover nearly two-thirds of the available space in both buildings. The following associations are now engaged in the preparation of plans for the exhibits: Northern Pine Manufacturers' Association. Southern Cypress Manufacturers' Association, North Carolina Pine Association, combined exhibit by the Michigan Hardwood Manufacturers' Association and the Northern Hemiock & Hardwood Manufacturers' Association, the California Redwood Manufacturers' Association, Gum Lumber Manufacturers' Association of the U. S.

The following associations have asked for reservations of space, and are making plans to contract for it: Yellow Pine Manufacturers' Association, West Coast Lumber Manufacturers' Association, Hardwood Manufacturers' Association of the U. S., National Association of Box Manufacturers, Creosoted Wood Paving Block Association, American Wood Preservers' Association.

In addition to the above, there are a large number of firms, including manufacturers of oak lumber, maple flooring, cooperage stock, furniture, wooden novelties, veneer products, shingles, wooden handles, paving blocks, and manufacturers of various other forest products, who have contracted for space, or have asked for reservation of same. Sufficient space has already been reserved to make it possible to say that the entire space in both exposition buildings will be contracted for in the near future.

A splendid series of moving picture exhibits, covering many branches of manufacturing, is assured.

The \$10,000 appropriation asked for by the Forest Service to enable it to make an adequate exhibit, is believed to be assured; and participation is also promised by the American Forestry Association, New York State College of Forestry, and the Indiana State Forestry Commission.

The Lumbermen's Association of Chicago, representing all branches of the industry in this city, desires to act as host to the lumbermen and others who will visit the exposition here, and has appointed a reception committee of 100 members, with authority to arrange proper entertainment. Similar action is contemplated by the lumbermen of the city of New York.

Arrangements have been completed covering the terms of fire and liability insurance, installation of power and lights, transportation of exhibits by special train from Chicago to New York, and are now being made for the general decorative features of both shows. Exhibitors are relieved of all worry in these particulars.

### Hardwood and Cypress Men Unite

At a meeting of the cypress branch of the Georgia-Florida Saw Mill Association recently held at Jacksonville, Fla., it was decided to enlarge the scope of that branch so as to include in its membership cypress and hardwood manufacturers of the South Atlantic states. The members feel that they have thus added a strong asset to their association in making this body the same factor in the cypress and hardwood lines as it has in the yellow pine industry. Up to this time hardwood has been neglected, and as there is a large quantity of it in this territory it will now enter largely into the business of the association.

### With the Trade

### Wisconsin Mill Begins Operations

The new plant or the Lemdauxk Vener & Box Company made its trial in on New Year's day at Lemdauxk, Wis, and the test was pronounced a givet stress. At the beganning the plant will employ between sixty and seventy men, but this number will be increased to one hundred later on. The factory has a daily capacity of from 2,000 to 3,000 cheese boxes in addition to veneers, boops, etc. The factory is built on the site of the Bradley company's plant. The officers of the company are Reinhard Mixel passibility. Julius Gromodi, vice president; W. H. McDermott, it assurist. George J. Sladck, screetary. Max Meyer is manager.

#### Mill Resumes Operations

Employing a force of fifty-five men, the Ohio Valley Bending Company at Parkersburg, W. Va., resumed operations early in January, after having been shut down for over a year, with a large number of orders on hand. Improvements of an extensive nature have been made to the plant, which has been completely renovated, and among other things two new gas engines have been installed, replacing steam engines.

### Company Name Changed

The Florence Wagon Company, capitalized at \$300,000, succeeds the Florence Wagon Works, Florence, Ala., The incorporators of the new company are S. S. Broadus, Decatur, and C. W. Bransfore and H. A. Bradshaw, Florence. The manufacturing facilities at Florence will be enlarged as a result of changes made.

### Will Make Chair Stock and Heading

The Tucker Timber Company, Elkins, W. Va., has been incorporated with a capital of \$50.000. The officers of the company are: J. S. Posten, president; J. T. Davis, vice-president; W. C. Posten, secretary-treasurer. The new corporation will erect a plant in Tucker County, West Virginia, and will manufacture lumber, chair back stock and oil barrel heading.

#### Another One

George H. Schotte, vice-president of the Thompson Hardwood Lumber Company of Cincinnati, is the father of a recently born addition to the hardwood trade of Cincinnati. Roy S. Schotte, five weeks old, judging from the lusty way in which he orders his newly found parents about, is destined to cut some figure in the lumber trade of the future. Roy S. is the third of the new generation of Schottes, having been preceded by George and Harry.

### Change of Operations

The Smith & Bent Lumber Company, formerly of New Haven, Conn., announces that it has changed its corporate name to the Smith Lumber Company and has moved its operations to the Oliver building, Boston, Mass

### Work on Ferd Brenner Mill Progressing

Work on the big new mill of the Ferd Brenner Lumber Company in the southern suburbs of Alexandria, La., is progressing nicely. The mill will be a thoroughly up to date bardwood plant, modern in every particular. Machinery is the newest and most modern to be had and the building is being constructed along lines to facilitate the handling of the material in the best manner possible.

### An Unusual Calendar

In the last issue Hardwood Record there was a Chicago news note acknowledging receipt of a handsome calendar from the R. E. Wood Lumber Company of Baltimore, Md. The calendar depicted a beautiful photographic view of a mountain scene in North Carolina, but the concern which issued this masterpiece overlooked enclosing descriptive literature. Hence, the description was necessarily limited.

The title of the picture shown is "Eagle Creek Valley from the Summit of Thunderhead." It gives a view of a magnificent beight and distance. The sheep pasture in the foreground, from which point the scene was photographed, is a bald knob near the summit of Thunderhead Peak, which is the highest point of the Great Smoky Mountains in Swain county, North Carolina. From this altitude, 6,000 feet above sea level, can be seen the vast number of high peaks of the Appalachian range, looking east from this point as far as Mt. Mitchell, in view on the northeast, as well as Mt. Toxaway, to the southeast.

The territory embraced in the view is the wonderful timbered valley of Eagle Creek, which from this height, immediately above its source, finds its way over a southerly course of about eighteen miles until it joins with the Little Tennessee river at Fontana, N. C. The seene embraced by the photograph covers about 20,000 acres of virgin forest, consisting of great quantities of fine native woods, such as yellow poplar, red and white oak, chestnut, basswood, ash, maple, birch, etc., and a liberal sprinkling of white pine is also included. The property is owned by the Montvale Lumber Company. Baltimore, Md., and at Fontana, a village founded by this concern in 1908, the company has located one

of the most complete band sawmill equipments to be found in the mountain region of the southern hardwood section. The products of this operation are being sold on the market by its associated company, the R. E. Wood Lumber Company, also of Baltimore.

### Will Build Hardwood Plant

R. W. Hamilton of Elkins, W. Va., a member of the firm of Hamilton Brothers, has bought a small tract of fine hardwood timber near Marion Center, Pa., and will put in a plant at once to manufacture it.

### Opens Office as Forest Engineer

D. E. Lauderburn, forest engineer, announces that he withdrew as a member of the firm of Vitale & Rothery, New York, on December 31, and that he is now engaged in business of timber estimating and in every branch of forest engineering, with offices at 56 Worth street, New York, N. Y.

### Will Open Hardwood Region

The building of the proposed railroad through Hardy, Pendleton and Pocahontas counties, West Virginia, and Highland county, Virginia, will open a rich hardwood region, which likewise contains much hemlock and spruce and some white pine, as well as extensive fron ores. The road will cross the Alleghany mountains from the headwaters of the south branch of the Potomac river to the sources of the Kanawha river, a tributary of the Ohio. It is of interest that one of the earliest railroad surveys in America, made by engineers of the Baltimore & Ohio railroad eighty-five years ago, followed practically the same route as that on which it is now proposed to build. The old route was rejected in 1829 because a railroad there would strike the Ohio river too far south. No railroad at that time crossed the Alleghany mountains, and the promotors of the infant Baltimore & Ohio line were aiming for Pittsburgh.

### New Factory at New Orleans

It has been announced that oars, golf sticks, handles, shuttleblocks and other hardwood articles will constitute the principal product of the mew plant of the Anchor Saw Mills Company to be built at New Orleans, La. A site has been purchased on the river just above the city where a convenient landing can be had for rafts and barges which will bring logs down the river. Work on the plant will begin at once, and when in operation eighty men will be employed.

#### Large Hardwood Mill for Oklahoma

Between 300,000,000 and 400,000,000 feet of cottonwood and oak timberhave been purchased by H. A. Waddell, H. J. Williams and associates of New Orleans, La. The tract is located on the Washita river near Islesworth, Okla. A mill with the capacity of 50,000 feet is to be erected at once. Crossties and lumber will be manufactured. Mr. Waddell will be in active charge of the operation.

### Death of Veteran Michigan Lumberman

On January 1, William A. Phelps, president of the Hackley-Phelps-Bonnell Company, Grand Rapids, Mich., and Hackley, Wis., passed away. Mr. Phelps was one of the old school of Michigan lumbermen and has been operating in various parts of Michigan for years. He has been actively connected with the Hackley-Phelps-Bonnell Company since its incorporation, spending most of his time at the company's operations at Hackley. Wis.

Mr. Phelps' long connection with the Michigan lumber trade has made for him many friends and his death is considered as a distinct loss to the lumber trade.

### Death of John R. Whiteside

At Joplin, Mo., Jan. 9, 1914, occurred the death of John R. Whiteside of that place, at the age of sixty-five years. He was a native of Illinois. He was identified with the lumber business twenty-five years, part of the time in Chicago, where he was identified with George T. Houston & Co. He had been with the Kelly-Maus Company, and was also in business for himself. From Chicago he went to Duluth, where he was connected with the Kelly Hardware Company. Later he was identified with the J. M. Darnell & Son Company at Memphis, Tenn. During the last few years he was traveling salesman for the Lamb-Fish Lumber Company, the Goodlander interests and the Baker Lumber Company.

### Death of Robert N. Archer

Lumber manufacturers and wholesalers throughout the hardwood field learned with regret of the death January 10 of Robert N. Archer, formerly one of the most prominent hardwood lumbermen in the United States. Mr. Archer, who died at the residence of his daughter, Mrs. Frank K. Rodman, at Evanswood avenue and Cornell place, Clifton, Cincinnati, was one of the organizers of the National Hardwood Lumber Association. was widely known in lumber circles throughout the country, and especially the South, up to the time of his retirement about fifteen years ago. He organized the Kentucky Lumber Company in the early eighties. The company started mills at Frankfort, Burnside and Williamsburg, Ky. At that time the output, in addition to poplar, oaks and other hardwoods, consisted largely of walnut. The Kentucky Lumber Company since his retirement has continued its growth. Mr. Archer had been in poor health for some time and death was not unexpected. Since his retirement from active business affairs he had traveled extensively, spending much time abroad, in California and in Florida.

## Pertinent Information

#### November Wood Imports and Exports

During November, 1913, the imports of torest products into the United States was as follows: Mathegany Trom various countries, 3.549,000 feet, valued at \$289,024; other lumber 108,569,000 feet, value \$2,061,603; wood pulp 85,640,435 pounds, value \$1,210,653.

The exports for November were: Round timbers 8.175,000 feet, value \$219,687; firewood \$11,410; square timber 18,356,000 feet, value \$355,624; lumber 168,115,000 feet, value \$3.032,668; joist and scantling 711,000 feet, value \$1.27,326; shingles 1,856,000, value \$5.204; box shooks 1,247,594, value \$116,018; all other shooks 144,641, value \$210,402; staves 6,300,608, value \$337,874; heading \$52,570; all other cooperage \$196,632; sash, doors and blinds \$135,484, furniture \$677,978; empty barrels \$99,011; incubators and brooders \$15,176; house fluishings \$70,404; woodenware \$56,423; wood pulp 2,620,697 pounds, value \$51,525; all other \$555,433; total exports \$7,348,853.

#### Reaching the Whole World

Manufacturers of woodenware at Munising, Mielt, announce with pardomable pride that their commodities reach practically every country of the civilized world. Among the articles of woodenware which go to wide and varied markets are sugar maple bowls, butter moulds, ladles, enameled and plain handle rolling pins, baker's rolling pins, pastry rollers, cake rollers, spades, mixer spoons, kraut forks, potato mashers, dippers, meat carving boards, bread plates, scissors and pincher fish tongs, clothes line reels, crown clothes lifters, towel racks, churn dashers, variety turnings and various other articles, to which they are constantly making additions.

#### Finding Foreign Markets

The wide demand for southern hardwoods is apparent from the fact that a single mill, that of the Lamb-Fish Lumber Company at Charleston, Miss., shipped lumber to eighteen different states during last month, besides filling large export orders for England, Germany, Scotland, Italy, France, Belgium and Canada.

#### Machine for Resawing Glued-Up Blocks

In this connection is shown an illustration of a machine recently bullt for the Victor Talking Machine Company, Camden, N. J., for the resawing of blocks, glued up to various dimensions, as, for instance, approximately ranging from 20" to 4' long and up to 16" by 20" square. Much of this material is termed by the Victor people as "horn stock," which is sawn on a bevel so as to make the horn stock consist of several pieces, glued up something on the principle of the sounding board of a piano.

The machine, as will be noted, forms a complete miniature sawmill with carriage, offset, etc., all embodied in the one single, self-contained machine.

The machine as built is provided with two rates of feed, this being accomplished by a novel two-speed countershaft; but while there are two rates of feed, the rate of the reverse is constant. Thus, the countershaft may be speeded to give rates of feed 25 to 50 feet, respectively, and a reverse at 100 feet, or 20, 40 or 80, as might be desired. The feed and reverse are automatic, but the setting is accomplished by miniature ratchet set works, working on the same principle as the large single acting set works of the standard band mills in common use.

The dogging of the blocks is accomplished in a novel manner by the use of an air cylinder, the blocks being dogged from the end. All that is necessary in order to securely dog the block for sawing, is to turn on the air pressure, which engages the dog with the end of the block, securing it as firmly as in a powerful visc. When the sawing is completed a movement of the lever controlling the valve in the steam chest of the cylinder withdraws the dog and releases the block, when it is ready to receive a new block or cant.

The carriage is controlled readily by means of a convenient shifter for throwing the feed and gig belt on the loose pulley, and in order to secure instant arrest of the carriage at any point desired, a suitable brake, operated by foot is provided. As will be seen by the photograph, the machine is symmetrical and complete in all its details, and shows that it has been most carefully thought out. It is recommended to anyone having bolts to saw into staves, heading, handle stock, or in fact for any of the thousand and one uses for which the machine is adapted. Further particulars will be most cheerfully supplied by writing the manu facturers, Wm. B. Mershon & Co., Saginaw, Mich.

#### Car Statistics

The American Railway Association announces in its bulletin of January 22 regular figures on car surplus and shortage. The total surplus January 15, 1914, is 217,274 cars as against a surplus on January 1 of 190,521 cars. The surplus on January 15, 1913, was but 53,230.

The shortage on January 15, 1914, was 2,385 cars and on January 1, 1914, it was 1,671 cars. The shortage January 15, 1913,

The natural inference is that the renewed activity in orders had not yet up to the middle of the month definitely affected actual shipments. It will be inferesting to note the future changes in these fluures.

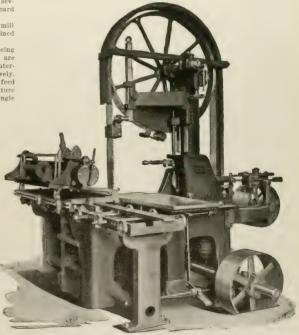
#### Important Decision on Switching Charges

A decision of importance to lumbermen because it affects one material Item of expense in their business, that of switching charges, was handed down by the Maryland court of appeals on January 15 in the case of the Northern Central Railway and other railroads operating in the city and in Baltimore county. The court struck down an order of the Public Service Commission, which had sought to reduce and regulate connecting line and switching charges. It was held by the court that the portion of the commission's order which refers to connecting lines and intermediate switching is unlawful, because the rates fixed by the board's order for such a service are unreasonable, and that it does not appear that the rates fixed by the companies for yard and industrial switching are unreasonable. The ruling affirms the decree of Part 2 of the Circuit Court of Baltimore, where the action was originally brought, the lower court having made perpetual an injunction which restrains the commission from enforcing the provisions of its order relative to connecting line and intermediate switching. The shippers had contended that the rates charged by the railroads with terminals in Baltimore for switching were too high and imposed a burden upon shippers, which put them at a serious disadvantage as compared with The court concerns engaged in the same lines of business in other cities. of appeals' decision seems to end the matter in so far as the shippers are concerned. Only in so far as it applies to yard switching-that is the movement of cars from one point on a railroad to another on the same line-does the order of the commission stand. That is, the decision has no bearing whatever on any question or treight not coming under the category suggested.

#### Arkansas Rate Matters

On January 17 United States District Judge Jacob Trieber of Little Rock made permanent the injunction against shippers and passengers, restraining them from suing for excess fares and freight collected by the railroads of Arkansas during the period of the Arkansas rate cases litigation. The particular case in which this decision was rendered arose out of a suit brought by Allen Smith of Cotter, Ark., in the Baxter County chancery court against the Iron Mountain railroad to collect certain overcharges. Upon application of the attorneys for the railroads Judge Trieber issued a temporary restraining order against Mr. Smith and on January 17 made the injunction permanent.

Judge Trieber set up as his reasons for making this permanent injunction that the federal court, by reason of its jurisdiction of the main Issue regarding the Arkansas rate cases, has anciliary jurisdiction to determine



A RESAW FOR GLUED UP BLOCKS

11. 1. 1. 1. 1. 1. 1. 1. 1. Since the tederal court has clocked to the trial translation of the hard has the right to restrain the right to restrain the right to restrain the formal translation of the fact that each claimant had a separate cause of action, and it allowed to such indiscriminately a multiplicity of suits in the state courts would result, and in view of the further fact that it will be necessary to construct the action of the federal court in the main case, which according to his idea should be done by the federal court itself, he retained jurisdiction in all cases.

Quoting from a Supreme Court decision, Judge Trieber said: "The prevention of condict of authority between state and national courts, and the protection and preservation of the jurisdiction of each free from the encroachments of the other, are considerations which lie at

the very foundation of ancillary jurisdiction."

In view of the fact that the time has expired, January 1, 1914, for filing the claims against the Iron Mountain railroad with the special master of the federal court, the recent decision of the federal court means that no more claims can now be made against the St. Louis, Iron Mountain & Southern railroad. Although the St. Louis Southwestern railroad was not included in the case above mentioned, the same conditions apply to it, as this road was also involved in the main Arkansas rate cases, decided by the United States Supreme Court recently, and the special master of the federal court was appointed to receive claims against that road also.

On January 16 Henry Armstead, of the law firm of Cockrill & Armstead of Little Rock, made the opening argument before the Interstate Commerce Commission at Washington in the case of the Wisconsin & Arkansas Lumber Company and seventeen other lumber companies against the St. Louis, Iron Mountain & Southern and other raliroads, involving the blanket rates on lumber from Arkansas, Louisiana and Texas points to Ohio river points. Judge Sam II. Cowan of Fort Worth, Tex., appeared in behalf of the Texas and Louisiana lumber companies, and urged the retention of the present rates. The Arkansas lumber mills are seeking to break the present blanket rates providing for the same charges in hauling lumber from Arkansas to Ohio river points as are made from Louisiana and Texas, some 400 or 600 miles farther, to the same Ohio river points.

#### Cottonwood in the Mississippi Valley

The Department of Agriculture has published a bulletin dealing with the problem of the cottonwood supply in the Mississippi valley. It was written by A. W. Williamson of the Forest Service. It contains interesting information concerning the use and value of cottonwood in the past, but the main purpose of the publication is to set forth the possibilities of growing new supplies to meet the country's needs. The lower Mississippi valley is considered the most promising region, because its soil and climate insure the most rapid growth and the largest size, but the cottonwood grows fairly well in most parts of the United States where moisture is sufficient. Where seed trees abound there is seldom any necessity to plant cottonwoods, because the tree is an abundant seeder and the wind scatters the seeds widely. As many as 40,000 seedlings have been counted on a single acre, but all except a hundred or so will be crowded to death before the trees reach large size. However, a good acre of cottonwood will produce 15,000 or 20,000 feet of logs in thirty-five or forty years. 'Those who have land with young cottonwoods on it, or which is suitable for this tree, will find the bulletin just issued to be a valuable source of information.

#### Baltimore Export Figures for 1913

The figures relative to the export trade in lumber, logs and wood products from Baltimore are available for the last year, and they tend to show that the aggregate result of the year's activities for the exporters is better than the returns for the various months had indicated it would The monthly statements showed almost invariably a reduction in quantities and corresponding declines in values of exports, the trend having been downward since last spring. It appears from the full showing, however, that gains in certain directions served to make up in large part for deficiencies in others, so that the aggregate appears decidedly more favorable than exporters had reason to feel it would be. all of the exports items together, it seems that the value of the exports for 1913 was a matter of somewhat more than \$100,000 below that for 1912. To be sure, this represents a large quantity of lumber, but cuts no very great figure alongside of the grand total of two and a quarter millions for the year. The decline, as was to have been expected, proved most pronounced in oak, the flooding of some of the for eign markets with oak planks having served to check the movement to a great extent. The exports of oak lumber dropped from 30,244,000 feet in 1912 to 23,888,000 feet in 1913. Oak logs fell from 306,000 to 208,000 feet, hickory from 1,564,000 to 1,185,000 feet. The freedom in the poplar movement, on the other hand, is shown in an increase from 2,524,000 to 3,741,000 feet, and the classification of "all other lumber" rose from 2,989,000 feet to 4,753,000 feet. Of white pine there was not a foot exported in so far as the records of the custom house here go, while reductions are to be noted in the shipments of gum and cypress. Altogether it was not a favorable year for the exporters, whose expectations had been raised by a brisk demand early in 1913, only to experience the pl. effects of congestion before the summer was far ad

vanced. The statement 1 exports, with the exception of various items not to be classed among hardwoods, and divided into logs, lumber and manufactures of wood, is as follows, the figures for 1913 being given in comparison with those for 1912, so as to show the extent of the decline or increase in the various items;

A SUMMARY OF THE EXPORTS FROM BALLIMORE FOR 1913, AS COMPARED

#### WELL 1912, IS AS POLLOWS:

	-15	13	- ~19	12
	Quantity,		Quantity.	
	Feet.	Value	Feet.	Value
Logis He kory	1.185,000	8 37,544	1,564,000	8 33,666
	205 000	7.617	306 000	10.164
Louis, then				
Logs, Walnut .	1 959 000	132,228	1.854.000	129,305
Logs, all others	478,000	19,993	625 000	22,070
Lamber Cyptes	13,000	583	27 000	1,408
Lumber, Gam	13 000	214	71,000	1,790
Linher Oik	23,888,000	813,515	30,244 000	1,027,520
Lumber, White pine			429 000	34 642
Lumber, Pitch pine	16,000	. 793	95 000	3 69 1
Lumber, Yellow pine	3.120,000	99.117	2.877.000	89.652
Lumber, Poplar	2,741,000	112,200	2,524,000	110 543
Lumber, Spruce	3,588,000	99.397	4 839 000	136.282
Lamber all other concer-	1.753.000	229,365	2 989 000	129,634
Shooks Box .		389	14 209	2,626
Shooks Do.		42,852	14 697	
Shooks, all others	04,200			49,472
Shingles	33,000	250	75 000	575
	1 232 402	68,070	927 875	58,780
Hearings				14 329
All other lumber		106,612		71.707
Dents		35,285		37.632
Purniture		21,558		32 777
Trumming		9,701		1,620
All other manuts of lumber		408,673		365,411
Total		82 246 916		\$2,358,214
				4-1,000,414

#### Importance of Ozark Hardwoods

The growing demand for the hardwoods of the Arkansas Ozark mountains is being felt by the Harrison headquarters of the Ozark National Forest. With the diminishing of the supply of hardwoods in Tennessee, Kentucky and other states where hardwoods were once abundant the demand on Arkansas is increasing. The indications of the demand are probably being shown more strongly by the numerous applications for the privilege to buy timber from the national forest than in any other way.

Recently a sale of 1,300,000 feet of white oak timber to be cut from the Ozark National Forest in Stone county, Arkansas, was awarded to Chess & Wymond of Louisville Ky. This contract was the result of an application made to the Ozark National Forest, and under the terms of the contract the lumber company is to remove the timber by December 31, 1914. This is but one of the many contracts of a similar nature by which the federal government is improving the national forest reserves in this state by the removal of the mature timber, which gives room for the oncoming young timber.

The government foresters have made a careful study of the rate of growth and the amount of the old and young timber on the ground and have determined that 12,000,000 feet of timber, mostly white oak, can be safely cut each year from the Ozark national forest without injuring the future supply.

The sales of timber from the forests serve to nourish the woodworking industries in Arkansas and also to create revenue for the immediate benefit of the present generation in the way of constructing roads and improving school buildings. Under the arrangement by which the national forest contracts are sold thirty-five per cent of the amount received reverts to the states from which they originate and this amount is devoted to road building and school improvement. A concrete example of the improvement being made by this means is seen in the new road which has recently been constructed by the forestry officers in charge of the Ozark national forest in Stone county, at a cost of \$1.600.

The national forests of Arkansas, including the Ozark national forest and the Arkansas national forest, are the only bodies of protected hardwoods of their size west of the Mississippi river. The timber from those forests is not only sold to manufacturers under the above plan, but is also sold to the settlers for the purpose of improving their claims. Settlers whose funds are insufficient to buy timbers from these forests are allowed to cut certain designated trees the value of which does not exceed \$20.00 each year. These timbers are used for building purposes and constructing fences. Timber is also donated under the forest reserve plan to communities for the building of schools and churches and for the building and improving of roads.

#### Building Operations for the Year

The December showing of building operations throughout the country is eminently satisfactory-that is, satisfactory in comparisons for the returns for other months during the latter half of 1913. There is a loss as compared with the operations of December, 1912, but it is a small loss, only five per cent, a much smaller loss than that shown in November. The reports from 70 cities received by the American Contractor, Chicago, show that building permits reached a total valuation of \$57,266,319, as compared with \$60,280,282 for December, 1912, and a specially interesting circumstance is that a number of cities show rather phenomenal Thus the permits issued in Buffalo for the month gain 257 per gains. cent; in Cedar Rapids, 216 per cent; in New Haven, 516 per cent, and in Wichita, 649 per cent. In the last named city there were three new works of importance, the Wichita public library, an addition to Wichita hospital and three handsome, modern public school buildings. Of the 70 cities in the list 33, or almost one-half, show gains, important improvement, besides the above, being recorded as follows: Birmingham,

136 per cont. Combus 174 per cont of 13nd 108 per cont. St. Paul 126 per cont. Pop ha 114 per cut

The retrief of one of other size very landing permits to the variety of \$722,378 for for the entry variety landing permits to the variety of the war 1942, landing on 1940 for 1950 or 1950 is and indication the pendulum has begun to swing again towards improvement.

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+ R ,	1.033,880	2.5 (4.7.75)	50	
Chattanooga .	1.033,880	1,416,555		47
	89,495,000 8,348,432	88 118 800 8,962,214		-
	23,841,160	15 150005	5.1	
Columbus	5,508,400	1071 701	15	
Dallas	8,480,580	# Service region		4, 1
Dayton	5,090,974	4,236,541	211	
	2,797,148 1,755,759	5,332,675		3 4
Ni vi	30,432,380	2,139,301 25,588,470	3**	1
1	4.026.011	2,680,543	500	
1	1,712,981	1,591,470	_	
	1,870,437	1,531,469	7.4	
Hore as	4,169,000	2.456,516	711	
11-11-11				
Hartford	5.784.751	7.379,525		-22
Kansas City	5,784,751 9,041,977 10,578,162	9,150,407 12,396,338	**	15
Linealn	1,678,350	1 189 695	4.2	1
Lincoln	31,641,921	1,182,635 31,367,995	1	
1 .	1 117 1 180	6.552.770		::5
Marine transfer	3 949 368	0.552.570 2.720.541		330
M p <sup>3</sup> s	2010/09/2008	2 720 541 7 162 215 15 257 162		4.5
11 600	15 647 654	19 297 162		10
Minneapolis	12,857,935 1,666,602		11	10
Nashville	1.7000,002	1,411,114 4,761,311	1	
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Michigan Paracts	er Students	Study Operation	C	

#### Michigan Forestry Students Study Operations

Prof. F. H. Sanford, head of the forestry department of the Michigan Agricultural College, necompanied by Instructor Gilson and a number of college students of forestry, has just returned from Davis, W. Va., where they have been studying the methods of mountain logging and lumbering as employed by the Balaccek Lumber & Boom Company. The men roomed in a small hotel at Davis, but took their meals at the company's camp.

The Babcock concern showed every courtesy to the Michigan men and provided them with a special train for visiting the two camps maintained. The methods of logging by cable, boom operations and every phase of mountain lumbering and logging were gone into during the trip.

#### The Lumber Output for 1912

Final statistics of the production of lumber, lath and shingles in the United States for the year 1912 are presented in detail in a builetin issued by Director Harrls of the Bureau of the Census, Department of Commerce, and dated January 26, 1914. It was prepared under the supervision of W. M. Steuart, chief statistician for manufactures.

The report shows that a total of 29.648 mills was reported as having been in active operation in the United States during the year 1912, as compared with 28,107 for the year 1911, and 31,934 for 1910.

The total amount of lumber produced, in M feet board measure, in 1912 by these mills was 33,158,414, as compared with 37,003.207 in 1911, and 40,018,282 in 1910.

The showing for the year 1912 indicates generally improved conditions in the lumber industry. Although the total reported cut was slightly less

than in 1910, the average yield per mill was 5.3 per cent greater than in that year, while the total production over 1911 was 2,155,207 M feet board measure, or nearly 6 per cent. The degree of activity in the lumber industry during 1912 as reflected by the figures is especially noteworthy, the output exceeding that of four years earlier—1908—by nearly 6,000,000,000 feet board measure or 17.9 per cent.

Increases among the individual states were quite general, slight exceptions appearing in certain of the eastern states and a few of the western mountain states. The usual decrease in the output of the Lake states which has characterized the showing for several years was due directly to the rapidly decreasing supply of lumber material in that region. While both the principal lumber-producing centers, namely, the southern states and the Pardic Coast states, reported larger cuts in 1912 than in the preceding year, the increased production in the first named group was substantially greater than for the United States as a whole. The development of the lumber industry in the southern states during recent years has been rapid. At the census of 1900, 38.7 per cent of the total production in the United States was reported from that region, while in 1907 it centributed 45.7 per cent of the output, and in 1912, 51.4 per cent, or more than one-half of the total.

The production reported from Washington in 1912 was the largest recorded since 1906. Although for nearly a decade this state has led all others in the production of lumber and shingles, in 1912 it contributed more than one-tenth of all the lumber and nearly two-thirds of the shingles manufactured in the United States. The state of Louisiana ranked second: Mississippi, third; North Carolina, fourth; and Oregon, fifth.

Of the reported total lumber production softwoods contributed 30,526,416 M feet board measure in 1912, as against 28,302,388 M feet in 1911, and 31,160,856 M feet in 1910. The reported cut from yellow pine timber in the territory comprising the Atlantic and Gulf Coast states from Virginia to Texas, inclusive, together with Missouri, Arlansas and Oklahoma, during the year amounted to 14,737,052 M feet board measure, or about ninety-eight per cent of the total output from this species in the United States, Douglas fir, the species which ranked next to yellow pine among the confiers or softwoods, supplied material for 5,175,123 M feet board measure. The production from both of these species was greater in 1912 than in the preceding year. White pine ranked third among the softwoods in 1912, though the cut from this wood was smaller than in the preceding year and has been declining steadily for several years.

The reported cut of hardwood lumber in 1912 was 8.631,998 M feet board measure, as against 8.100,819 M feet in 1911, and 8.857,426 M feet in 1910. To this total, oak, the leading hardwood species, contributed 3.318,952 M feet, or 38.4 per cent, and showed an increase over the output for the preceding year of 220,508 M feet, or 7.1 per cent. Maple, red gum, tulip, poplar, chestnut, beech and birch followed oak in the order named.

The production of lath and shingles in 1912 did not differ materially from the output of these products during the preceding calendar year, although each was reported in slightly smaller quantities than in 1910.

#### Forest Fire Losses in Michigan

Losses by forest fires in Michigan which have approximated upwards of \$1,006,000 annually for 50 years, dropped from \$3,400,000 in 1911 to \$67,000 in 1912 and to less than \$23,000 in 1913, according to the annual report of State Forestry Warden William R. Oates which was sent to Gov. Ferris recently

Warden Oates says that his department cannot in fairness claim more than a nominal credit in the diminution of forest fires. It submits that the curbing, suppression and prevention of forest fires and the resultant reduction of loss is due to a systematic and thorough organization of the township supervisors of the forest district as local fire wardens and the educational posters and literature on the suppression of forest fires, placed through them before the township communities.

The improvement and standardization of locomotives and rights-of-way inspection helped materially, while the moral enlistment of 3,000 school boys of the forest district as Michigan Forest Scouts, with the prime purpose of prevention of forest fires and reforestation, was an important factor.

Among the other important agencies in preventing fires was the protective service instituted by the public domain commission on its reserves of state lands; the practical and energetic field work of the several independent lumbermen's protective associations; the splendid publicity given by the city and country press of Michigan on all matters pertaining to forestry and the prevention and suppression of forest fires.

Notable in view of the marked reduction of loss by forest fires is the fact that many more were reported to the department in 1913 than were reported in 1911, when the loss on merchantable timber and other readily estimated property was stupendous.

Following the disastrous fires of 1911, culminating in the destruction of the populous towns of Oscoda and Au Sable, the forestry warden exploited the organization of the school boys of the district for forest fire service. In 1912 there were 1,500 enrolled as auxiliaries to the state fire warden's department under the title of Michigan Forest Scouts. Besides extinguishing 500 fires, some of which were of considerable magnitude, the scouts did effective work as messengers for the regular wardens and supervisors and as educators in forest fire prevention. In 1913 the Forest Scouts increased to a membership of 3,000. They more than duplicated the work of the previous year with a record of 731 fires ex-

to a condition of the Alexander of the scores established whost less as means a latter a tienth of an horses of 1,000 trees near many of the principal towns and villages of the state.

Inasmuch as it has been noted that many forest fires were set by allen immigrants, a special effort has been made to acquaint this class of people with preventive knowledge. Among the foreigners of Marquette, Baraga, Iron, Houghton and Ontonagon countles, scout companies for the several nationalities have been organized and the English text in fire fighting has been translated by lecturing interpreters.

On the 300,000 acres of timber lands controlled by the public domain commission steady and appreciable progress has been made in the care of the forests. In the separate reserves of Luce, Roscommon, Houghton and Grand Traverse counties the best methods of the federal Forest Service in reforestation, fire prevention and encouragement of sapling and older growths are in use. Watch towers and fire lines guard the danger points of heavy ground litter which is under constant surveillance during the dry season.

Summing it up, it is conservative to assert that the net results of forest fires in Michigan in 1912 has proven, for the first time in 60 years, a benefit rather than a loss. This conclusion does not warrant any feeling of real security in the control of forest fires in the future, for it is evident to all familiar with the situation that without the aid of supplementive agencies the provisions made by the state would be grossly inadequate. The independent patrol by the lumbermen has no positive guarantee of continuance and the scout work of the school boys is the result of patriotism which this department can ask for but not command. In the countries of Ontonagon, Marquette, Dickinson, Delta and Luce there are more square miles of fire trap slashings guarded by a state fire fund of \$10,000 than in the entire state of Minnesota where the annual fire fighting fund is more than \$100,000. In the lower peninsula, Cheboygan, Charlevoix, Presque Isle, Montmorency, Crawford, Kalkaska, Missaukee and Wexford counties contain large areas of dangerous slashings which are a continual menace to life and property.

In Warden Oates' report to the governor he recommended provisions which would make the fire patrol less dependent upon volunteer help.

#### Proposed Large Timber Sale

It is announced that the Forest Service proposes to sell a large body of timber in northern Arizona and will receive bids until June 15, 1914. The quantity is estimated at 1,000,000,000 feet, consisting of western yellow pine and Engelmann spruce. The minimum bid that will be considered is two dollars a thousand feet for the pine and \$1.40 for the spruce. The price will be revised every five years to conform to changes in humber values.

The timber to be offered is now inaccessible and if it is sold it will mean the building of nearly two hundred miles of railroad to carry the lumber to market. Incidentally, this will open a large region which has other resources besides its timber. The lumbering will not destroy the forests, because only mature trees will be cut, and the young growth

Three years will be allowed the purchaser to build the railroad into the region. The output will be about 40,000,000 feet a year, and it is expected that the market for it will be found in Utah and Colorado. The timber is situated in the Kaibab forest.

#### Peculiar Forest Products

The interior of China sends some peculiar commodities to the United States, according to a recent report by Consul E. C. Baker, who is stationed at Chungking, a city a thousand miles inland, with poor means of communication with the coast. Two of the commodities exported are fungus and nut galls, both presumably obtained in forests. In 1912 the fungus sent out of the country amounted to 126,640 pounds and the nut galls 190,380. These articles are used in the arts. Nut galls grow on leaves and twigs of trees, such as occur on oak trees in this country. They are valuable in ink and dye making. Vegetable tailow, amounting to 34,390 pounds, is exported from that country. The Chinese tallow tree has been successfully introduced into Texas, and is growing about Brownsville. By and by we may raise our own vegetable tallow.

#### Persian Oak

Timberland lookers have a long journey ahead of them when they set out for Persia; but reconnaissances have recently been carried on there by both French and English lumbermen looking for oak suitable for cooperage and crossties. The explorers were rewarded by finding large forests of oak, but in regions so remote from means of transportation that hundreds of thousands of dollars will be required to organize the business and open up the resources of the regions. An English company has already opened headquarters at Gilian, but the plans of the Frenchmen have not been appropried.

#### Expanding Force of Wet Wood

Quarrymen in France split enormous blocks of stone by inserting wooden pins in small holes along the proposed line of cleavage, and then soaking the pins with water.

An illustration equally as convincing was provided at Dayton, O., during the flood last spring. A quantity of oak dashes veneered with

maple was stacked to within one inch of a reinforced concrete girder in the basement of the factory of the Maxwell Motor Car Company. This girder had a cross-section of 12 by 19 inches and supported a 6-inch reinforced concrete floor.

The basement was flooded, and after the water deceded it was found that the girder, together with the concrete floor which it supported, had been lifted three inches. Ten weeks after the flood the girder still rested on the dashes, but it had settled about three-fourths inch.

Large cracks developed in this girder, starting at the edge of the pile of dashes and extending upward and outward. These cracks extended from the bottom to the top of the section at an angle of about 30 degrees with the horizontal. It was necessary to replace this girder and a section of the floor.

#### Locust Trees Reported Dying

The locust timber in central West Virginia is said to be dying throughout large areas, and lumbermen who deal in fence posts and insulator pins are much disturbed on account of the disease. The cause of the trouble seems to be unknown. This region is the natural home of locust, and the species there reaches its highest development in the United States. Heretofore the locust borer, which has done so much damage elsewhere, has been practically unknown in that region.

#### Possible Substitute for Boxwood

Turkish boxwood of which rollers for skates, high-class rulers, and expensive engraving blocks are made, has become so scarce that the enormously high price paid for it is not sufficient to produce the quantitles needed. The search for substitutes has gone far and wide without satisfactory results, unless the latest discovery will answer. This is a wood which grows in eastern Africa, in the Mozambique country, and in that region is known as makruss. The tree's botanical name is Androstachys johnsonti. It flourishes only in the vicinity of streams but is frequently abundant in such situations. The size is limited to two feet in diameter and forty in height. The trunk is largely heartwood, and in color is yellowish brown. In several points it resembles the sandalwoods. It has a bitter taste. Tests are being made to determine whether it will serve as a substitute for boxwood in its most exacting uses.

## Hardwood News Notes

#### ────≺ MISCELLANEOUS ≻───

The Buffalo Mantel Manufacturing Company at Buffalo, N. Y., is reported to be closing out.

The F. G. Smith Company has been incorporated at Newark, N. J., with \$35,000 capital stock.

The Elks Furniture Company of Lexington, N. C., has increased its capital stock to \$75,000.

The Empire Woodworking Company of New York City has become an involuntary bankrupt.

The Gotshall Manufacturing Company of Toledo, Ohio., has increased its capital to \$250,000.

The Radeker Lumber Company, Parkersburg, W. Va., has sold out to the Citizens' Lumber Company.

The J. S. Stearns Lumber Company, Odanah, Wis., has decreased its capital stock to \$1,200,000.

The John M. Woods Lumber Company, Memphis, Tenn., has increased its capital stock to \$50,000.

The Interchangeable Fixture Company, Grand Rapids, Mich., has sold out to the Sterling Desk Company.

The Western Parlor Frame Company, Plymouth, Wis., has changed its name to the Maxwell Company.

The Mogul Motor Truck Company has been incorporated at St. Louis with a capital stock of \$100,000.

The Hardwood Lumber Company has been incorporated at Charleston, W. Va., with a capital stock of  $\$50,\!000$ .

The Carrier Chair Company has been incorporated at Elizabethton, Tenn., with a capital stock of \$50,000.

The Arkadelphia Lumber and Supply Company has been chartered at Arkadelphia, Ark., with a capital stock of \$10,000, of which \$5,000 has been subscribed.

The Nashville Interior finish Company is the style of a recently incorporated interior finish concern at Huntington, W. Va. This company has \$80,000 eapital stock.

The Strong Veneer Company has been incorporated at Gerry, N. Y., to manufacture and deal in veneers. This company has a capital stock of \$100,000. The incorporators are E. A. Strong of Gerry, B. E. Strong and J. N Chapell of Jamestown.

A L. Danies Salt & Line et a grand Rapid Mr. . has decreased its capital stock to \$225 min

The Same w Wood Products to is consulated a custerd. Mich., with a \$125,000 capital stock.

The Cicero Timber & Lumber Company, Lansing, Mich., has been incorrected a talactic at selection

The Fremont Carriage Manufacturing Company, Fremont, Neb., has be-. me involved in an involuntary petition in bankruptcy

The Oberbeck Bros. Manufacturing Company, Grand Rapids, Wis., has

The H. Barkow Company has been incorporated at Milwaukee, Wis. The company will manufacture wagons and has a capital stock of \$40,000.

#### -----≺ CHICAGO >=

One of the regular entertainment features as gotten up by the entertainment committee of the Lumbermen's Club of Chicago was vaudeville and stag given on the evening of Saturday, January 17. Those attending were entertained by six numbers, including comedy-musical act, cabaret girl performance, negro comedian, harmony singers, toe dancer and popular ballads.

HARDWOOD RECORD Is in receipt of a letter from the George Webster Lumber Company, Springfield, Mass., stating that that concern is opening an office at Cleveland, O., in room 1166, Leader building. This office will be in charge of George B. Jobson.

HARDWOOD RECORD is in receipt of a notice from the London Hardwood Company, Ltd., 11 and 12 Clements Lane, London, E. C., stating that since

December 29 that concern has been located at Gracechurch buildings, Gracechurch street, London, E. C. HARDWOOD RECORD is in receipt of a handsome calendar from J. D. Lacey

& Co., McCormick building, Chicago, timber bond factors, showing some immense western pine trees.

The Southern Pine Company of Georgia, Savannah, Ga., with offices in New York City and Jacksonville, Fla., has sent out a very unique calendar showing a picture of a beautiful girl around which is placed an individual frame design, giving it the appearance of a framed photograph.

Wistar, Underhill & Nixon, wholesale lumber dealers, Real Estate Trust building, Philadelphia, Pa., has supplied HARDWOOD RECORD this year as for a few years previous, with a calendar containing fifty-two sheets, one for each week of 1914.

#### ───≺ PHILADELPHIA ≻───

E. M. Bechtel, sales manager, William Whitmer & Sons, Inc., says although prices in some lines fell off considerably during the latter part of last year, they moved a large volume of stuff and so have every reason to be satisfied with the year's business. So far this year they have no complaint

Benjamin Stoker of George W. Stoker & Son says the October, November and December trading was way ahead of last year, but so far January has

The Forest Lumber Company is enlarging its capacity by putting a Clark resaw in its mill in Komarock, Va. It also has purchased a 120-ton locomotive. F. X. Diebold, president, says last year's business was eminently satisfactory and so far trading is fairly responsive

To J. Randall Williams, Jr., of J. Randall Williams & Co., a daughter was born on January 8, the morning of the annual meeting of the Philadelphia Wholesale Lumber Dealers' Association. The tiny visitor will bear the name of Mary Elizabeth Matthews Williams

Jerome H. Sheip of the Jerome H. Sheip Company, Inc., says last year was a distinctly successful one in their cigar box lumber business. The company contemplates increasing its timber holdings, in which case it may resume the bardwood lumber busin

Gucker Brothers is a new firm which has succeeded to the business of the

estate of Jesse Roberts, Chestnut Hill.

D. S. Bunting & Co., Chester, Pa., are in the receiver's hands. Isaiah Bunting of this concern was appointed receiver. The business is capitalized at \$100,000, of which \$76,000 is issued. Assets are placed at \$45,000;

Beecher & Barr, Pottsville, Pa., have begun to manufacture mountain hardwood at Fairdale, Va., and expect to be ready to market some excellent stock in the spring.

The Kendall Lumber Company, Pittsburgh, has reopened a Philadelphia branch office, which will be in charge of Otto C. Cluss, formerly secretary and treasurer of the W. R. Taylor Lumber Company and later with Charles F. Felin & Co. Office at 539 Real Estate Trust building.

The Edward F. Henson Lumber Company has submitted plans for the converting of its two piers, 37 and 38 North wharves, Delaware river, into one large pier 240 by 550 feet, to cost \$75,000. The electric hoisting system will be installed for the handling of the lumber. This concern is making every preparation for a magnified business which is sure to follow the opening of the Panama canal.

## ——≺ ARKANSAS ≻——

The new machinery for the Forked Leaf Oak Company, a new concern recently organized at Heber Springs, Ark., to manufacture wagons, implement stock and all kinds of hardwood products, is being installed. Much

# Have You a Copy?

BULLETIN 200-A

**Principles Lumber-Drying** 

and

Practical Advice to Dry Kiln Operators

If you have not, or if you desire any reliable information concerning your present or prospective equipment. address.

> The Drier Department **Engineering Division**

The A.H. Andrews Co.

115-117 So. Wabash Avenue

Chicago

Manufacturers of Efficient Dry Kilns

it while the states also being placed on the yard to be manufactured as soon as the plant is put in operation

Through the efforts of the little Rock Chamber of Commerce and the tept thatives of the Lactoria Land Company, a new box factory has been secured for Little Rock, S. A. Scott, of Eudora, Ark., manufacturer of boxes, baskets and furniture, has secured one of the new factory buildings In the Factoria addition to Little Rock and will move his entire plant here As an inducement to Mr. Scott to bring his plant to Little Rock the building was donated to him by the Chamber of Commerce and the ground on which it stands was given by the Factoria Land Company. It is stated that it will result in the immediate employment of at least thirty men, and if the business of the company increases as is expected by Mr. Scott within a year the plant will employ at least 150 men. Mr. Scott has been operating out of Eudora, but as his business has greatly increased he has found it necessary, on account of the freight rates, to remove the plant

## Birch Veneers. Also Elm, Maple and Basswood

WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO. Tripoli, Wis.

#### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

OAK

CYPRESS All stock band sawn, well man age widths and high pe

afactured, carefully graded, good aver-centage of 14 and 16 ft, lengths matter of grades,

COLFAX, LA.

Consumers' inquiries desired



## Fine Hickory For Sale

Either in flitches, No. 1 common and up or over 3 million feet in the stump. Average haul to railroad,  $1\frac{1}{2}$  miles. Rate to Chicago, 23 cents.

L. FOOT, Canton, Mississippi

#### OUR SPECIALTY — CRATING STOCK

WE MANUFACTURE

GUM, MAPLE AND OAK PLANING MILL FACILITIES

M. E. Leming Lumber Co. CAPE GIRARDEAU, MISSOURI

#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

32,060° 5/8x18" & up No. 1 & Panel Poplar Panel Poplar 48,000° 5/8° No. 2 Com. Poplar 116,000° 4 4" No. 1 Com. Poplar 43,000° 4/4x18" & up No. 1 & Panel Poplar 44,000° 6/4x18" & up No. 1 & Panel Poplar 127,000° 8/4" No. 1 Com. Poplar 127,000° 8/4" No. 2 Com. Poplar 13,000° 12/4" No. 1 & 2 Poplar 16,000 12/4" Select Poplar 16,000 12/4" No. 1 Com. Poplar 21. (October 18 & up No. 1 & 2 Com. 18 & 2 Com.

36,000° 8 4" No. 1 & 2 Wormy Chestnut

64,000' 4/4" No. 1 Common Chest-

nut 62,000' 5/4" No. 1 Common Chest-

0.00° 8.4" No. 1 Common Chest0.10° 14.00° 6.4" No. 1 & 2 Red Birch
16.00° 8.4" No. 1 & 2 Red Birch
16.00° 8.4" No. 1 & 2 Red Birch
16.00° 16.4" No. 1 & 2 Red Birch
16.00° 16.4" No. 1 & 2 Red Birch
16.00° 12.4" No. 1 & 2 Sed Birch
16.00° 12.4" No. 1 Common Ash
16.00° 12.4" No. 1 Common Plain
Oak

## The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

to a more central location. The plant will be open within the next sixty

For the past work some of the country's largest operators in the veneer and hardwood lumber business have been negotiating in Little Rock with a view of constructing a large manufacturing plant in Little Rock. That some kind of a veneer and woodworking plant will be constructed here in the near future is sure. Among the men who have taken part in these negotiations are Geo. Frost, president of the Frost Veneer and Seating Company, New York City; Chas. E. Maley of Yazoo City, Miss.; John A. Thompson of Edinburgh, Ind.; Martin Cutsinger, who has been engaged in the vencer and hardwood manufacture in Edinburgh, Ind., and Indianapolis, Ind.; Frank May of May Brothers of Memphis, Tenn., and Homer I. Cutsinger of the Cutsinger Veneer Company, Indianapolis, Ind.

The Homer I. Cutsinger Lumber & Veneer Company has recently closed a

deal with the promoters of the Factoria addition to Little Rock to put an Sleam hardwood nell in the new addition. Mr Cutsinger comes to Little Rock from Edinburgh, Ind., and has associated with him F. D. Wise, W. L. Nebler, Ora Amis, Henry Wertz and Edward D. Zaiser, all of Indianapolis and Edinburgh. Offices have been secured in the Southern Trust bending at Little Reck and plans for erecting the plant are now under

#### -----≺ NEW YORK >--

Reports from the New York office of the West Virginia Pulp & Paper Company state that newspaper reports of the breaking of the dam at the company's plant at Luke, W. Va., were greatly exaggerated. The dam broke at a point where the water was very shallow, consequently reducing the pressure. And there was no mad rush of the waters of the reservoir, as reported, but a comparatively easy flow resembling more an ordinary spring freshet than a violent flood. There was no loss of life or serious injury to anyone.

John F. Dingee, formerly prominent in the mahogany and cedar trade of New York and a member of the firm of P. M. Dingee & Sons, January 9 at his late residence in Brooklyn. He is survived by a widow

Conrad N. Pitcher has again become associated with the Wright Lumber Company, hardwood retailers, of which Peter A. Smith is a principal. Mr. Pitcher has a number of warm friends in the local trade and all are glad to have him back. He left the lumber business about two years ago to engage in another line of activity. A new corporation known as Wright Lumber Company, Inc., has been formed, with Mr. Smith president and Mr. Pitcher secretary and treasurer.

The Blue Rock Manufacturing Company has opened an office at 17 Battery place, in charge of E. T. Carvin. The company has mills in Alabama and makes a specialty of oak, hewn and sawn. Headquarters of the company are at Mobile, where there are also adequate yard facilities. Mr. Carvin was formerly in the lumber department of the American Car & Foundry Company and also has acted as southern buyer for some New York wholesale houses

James McBride, hardwood flooring specialist, 139th street and Rider avenue, returned recently from a trip to the South.

E. Stringer Boggess, hardwood wholesaler and exporter of Clarksburg, W. Va., sailed from New York on January 10 for a two months' trip in Europe.

George Morgan of the W. S. Mercereau Lumber Company, Parkersburg, W. Va., manufacturer of hardwoods, was a recent visitor in New York. Cecil West was another Parkersburg traveler to visit the metropolis.

Other lumber visitors recently noted in town were Owen M. Bruner, R. B. Rayner and F. A. Dudley, all from the Quaker City.

#### -----≺ BUFFALO >---

The decision of the National Hardwood Lumber Association to hold its annual convention in this city on June 18 and 19 is pleasing to the lumbermen. This convention is expected to be a very well attended one and the Buffalo hardwood men will do their best to afford excellent entertainment to visitors. The local hardwood dealers are hopeful that O. E. Yeager may be promoted from vice-president to president as a recognition of the able services he has rendered the association, and he will have the support of every local member of the trade for the higher office.

For the entertainment of the National Wholesale Lumber Dealers' Association, which is to meet here on March 4 and 5, President A. W. Kreinheder of the Buffalo Lumber Exchange has appointed the following commit-M. M. Wall, chairman; John McLeod, O. E. Yeager, C. Walter Betts, M. S. Burns, Hugh McLean and Henry I. George. The convention will be held at the Iroquois hotel, and an attendance of at least 500 is expected. The banquet will be open to the ladies and from 100 to 150 are expected

A. J. Chestnut spent some time lately at his hardwood operations in New Hampshire and found trade in that direction to be better than it is

M. M. Wall and Peter McNeil are planning again on their annual winter vacation, which they are expecting to spend at Alden mineral springs, not far from this city. They will go toward the end of the month for two weeks' stay.

The Standard Hardwood Lumber Company is now getting in its large winter supplies of oak and chestnut from the Cumberland River section, and stock will be coming forward for two or three months.

High Mel, an has gene south for a s. () issuess trip, during which he planned to visit a number of units and take in the hardwood manufacturers' meeting at Memphls.

O. E. Yeagar has been to elected a decrete of the Republican Club of this city. The yard is getting in cutton gold stock of sick, maple, popular and sub-

Blakeslee, Perrin & Darling report business picking up this month, and good business is expected this year. Last year's business turned out a quite satisfactory volume.

Jun 8 V White of the National Laure, Company has been spending

some time in Michigan lately, looking after lumber interests. The demand for flooring is said by the company to be improving. The Cutting Furniture Company, an old concern manufacturing bed-

room furniture and specialties, with factory on Clinton street, is withdrawing from business and selling out at retail.

Miller, Sturm & Miller state that trade has shown considerable improvement since January 1. The yard is now receiving stocks of maple, chestnut and other woods.

Homer T. Kerr differs from most of the members of the hemlock trade by calling it very good. He says he can sell it all readily as fast as he can get it. He is actively engaged in introducing soft maple into the trade.

#### =< PITTSBURGH >-

The Mutual Lumber Company reports excellent inquiries for hardwood and some very nice business going around. Some of these from railroads and big manufacturing concerns have already been placed.

I. F. Balsley is now in charge of the business of the Balsley & McCracken Company, as D. M. McCracken, who is a well-known machinery man, has withdrawn from the lumber end of the business. Mr. Balsley recently booked some very nice business from the East.

The marriage is announced of A. Adelman, president of the Adelman Lumber Company, and Miss Lilian Adelman of New Jersey. The happy event took place January 4 and the couple is now living on Squirrel Hill. The Adelman company has added to its force of salesmen H. B. Graunis and Charles H. Stein, both experienced lumbermen who will work Ohio.

J. N. Woollett, president of the Aberdeen Lumber Company, is bringing up a big barge of cypress this week which will be unloaded at Mississippi river points for general distribution. He recently spent three weeks among the southern and southwestern mills.

The Mountain Orchard Lumber Company of Pittsburgh has been organized by W. G. Hughes, W. A. Clay, William G. Humphrey, J. K. McKelvey and Thomas Glass of this city, and has applied for a Pennsylvania charter.

Among encouraging announcements in this district are new plants to be built as follows:

The Allegheny Steel Company will spend \$175,000 for a new plant at Brackenridge, Pa.

The West Penn Steel Company will spend about \$175,000 for a new plant at the same point.

The American Stamping & Enameling Company of Bellaire, O., is arranging to build a \$250,000 plant at Massillon, O.

The American Sheet & Tin Plate Company is taking bids on a plant 40x184 feet at New Kensington, Pa.

The Structural Tube & Steel Works is arranging to build a \$75,000 plant at Greenville, Pa.

The firm of C. E. Breitwieser & Co. is extending its mill connections and adding to its salesmen. A. G. Breitwieser of this concern reports fine business in sight and believes this year will be much better than 1913.

The Kendall Lumber Company announces through its sales manager, G. M. Chambers that business is starting off in first-class form. It had a splendld lot of sales last week and these were well distributed among manufacturing and industrial concerns, indicating a general good buying splift.

The Western Lumber Company, according to President W. W. Wilson, Jr., is very optimistic in regard to business this spring. Inquiries are already appearing which make it evident that the bulk of buying will be considerably increased within the next few weeks.

E. V. Babcock of E. V. Babcock & Co. is one of the leading men in the campaign to secure a \$3,000,000 endowment for the University of Pittsburgh. He has already contributed \$21,000.

The Pittsburgh Chamber of Commerce is making strenuous efforts to scenario for this city one of the new regional banks of Issue. A big delegation presented Pittsburgh's claims at Washington last week.

#### ────≺ BALTIMORE ≻──

Fire broke out from some unknown cause in the lumber yard of Helfrich & Sons, Columbia avenue and Bayard street, on January 16. The loss, which is fully covered by insurance, was confined to relatively small figures.

The stockholders of the West Side Lumber Company of Hagerstown, Md., at a meeting held January 15, elected the following directors: Solomon George, C. A. Gardner, T. F. Phreaner, Isaac V. Moore, Richard Hartle and John Stockslager. The directors met later and elected these officers: President, Richard Hartle; vice-president, I. V. Moore; secretary, P. S. Lane, Jr.; treasurer, Solomon George, who is also general manager; assistant manager, C. A. Gardner.

According to information received here from Lynchburg, Va., the Leftwich Timber Company, which owns thousands of acres of timberland and timber rights in Nelson county, Virginia, is arranging to begin milling Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring

# Bluestone Land & Lumber Company MANUFACTURERS WEST VIRGINIA HARDWOODS

WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock RIDGWAY

L FACILITIES PENNSYLVANIA

# CINCIN NATI

Hardwood Manufacturers and Jobbers

## A "FLASHY FIGURE"

is one of the characteristics of our Quartered Oak. There are others, such as texture, quality of grades, widths and lengths. Air or kiln dried. Prompt and satisfactory service.

SHIPMENTS DIRECT FROM OUR SAW MILLS INSURING THE FULL RUN OF THE LOG

#### THE M. B. FARRIN LUMBER CO.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

#### DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE—CLAY CITY, KY.

#### RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT

#### E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS

#### SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK Sales Office—South Side Station—C. H. & D. R. R.

# JAMES KENNEDY & CO., Ltd.

OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co. WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

#### OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

# Mahogany and Circassian Lumber & Veneers

The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

• We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

# C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world op rations in a hort time. The company has just secured an amendment to its charter whereby its capital stock is increased from \$10,000 to \$300,000. One of the first phases of the development is to be the construction of a railroad from the Southern into the tract.

The well-known lumber firm of T. J. Shryock & Co., which has for years occupied the wharf and yard property on Philpot street, just at the bend, has moved to the place formerly occupied by Thomas A. Charshee & Bro., on South Caroline street, where a lumber shed has been erected and other improvements have been made.

#### 

Malcolm Jennings was elected secretary of the Ohio Manufacturers' Association by the executive committee of that organization, to succeed Opha Moore, who resigned a short time ago.

Extensive additions to its yard space have been planned by the Edwards Lumber Company of Cincinnati, O. The company has just leased for a period of five years the entire block between Eighth, Horne, Seventh and Garrard avenue, making a yard 200 by 500 feet in extent.

Renjamin W. Pulnam, aged seventy-nine years, founder of the Putnam-Hooker Company of Cincinnati and father of Harry B. Putnam, a lumber dealer of Columbus, died suddenly of heart trouble recently.

Claiming that there are millions of acres of land in the state which would give a greater return devoted to forestry than to any other purpose, members of the Ohio State Forestry Society, who held their tenth annual meeting at Columbus recently, adopted a resolution to the effect "that the Ohio State Forestry Society does request and urge the general assembly at its next regular session to enact a law which will be broad in scope and of general application to the forestry interests of the state.

The annual meeting of the stockholders of the Marion Lumber Company of Marion was held recently. Reports of the work last year were heard and proved very satisfactory. Directors and officers were elected.

The Bucyrus Lumber Company of Bucyrus, O., was organized recently.

It is officered by Jacob Colter, president; P. J. Carroll, vice-president; C. J. Scroggs, secretary; W. A. Blicke, treasurer; S. S. White, general manager, and Peter Conkle, assistant manager. Operations will begin at once. The Vollrath mill property was taken over by the company.

The John S. Oram Company of Cleveland has been incorporated with a capital stock of \$60,000 to engage in the cooperage business. porators are W. H. Keim, Oscar T. Oram, William Clark, E. J. Oram and

Edward J. Kovanda.

Fred Bower, who had been in the sawmill business in Risingsun, O., for the last forty-three years, closed his business recently because of old age, he being over eighty years of age. When he started in the business the mill was located on the Whitman property, and in 1883 it was rebuilt on the present site. Since then the mill has been enlarged several times.

R. B. Lovell & Co., who recently opened offices and wholesale yards on Dublin avenue, Columbus, report a very satisfactory business and are going into the manufacture of West Virginia hardwoods, in which they are specializing, on a large scale at an early date.

B. M. Freeman was elected president of the Columbus Builders & Traders' Exchange at the annual meeting held January 5. R. L. Watson was elected first vice-president and W. H. Beckett second vice-president. The exchange endorsed the plan of the Columbus Manufacturers & Jobbers' Association to hold a Columbus-made exposition for the week beginning June 8. An invitation was received personally from J. M. Vollner, secre tary of the Louisville Builders' Exchange, to attend the meeting of the national organization at that city January 20-22.

R. W. Horton of the W. M. Ritter Lumber Company, Columbus, O., reports an increase in the volume of business in all varieties of hardwoods. He says there is a good movement and shipments are coming out promptly. Prices are holding up well and strength is shown on all sides. stocks are still short in most places. Mr. Horton recently returned from a business trip in the Buffalo territory.

A. C. Davis of the A. C. Davis Lumber Company says trade in hardwoods is holding up well and prices are fairly firm under the circumstances. At Newark, H. O. Norris has admitted Frank C. Webb as a partner, and the business is now Norris & Webb.

The Clay Tie & Lumber Company of Chillicothe has been incorporated with a capital stock of \$5,000 to deal in lumber of all kinds and railroad ties. 'The incorporators are Harvey Clay, William R. Snyder, Lillian F. Snyder, Sallie Herrnstein and William Herrnstein.

The Gotshall Manufacturing Company of Toledo has increased its capital stock from \$60,000 to \$250,000. The company has included in the corpora-tion its factory located at Archbold, O., and the lumber plant of C. W. Woeman at Vickery, O. The company has a large plant at Elyria. Because of the appropriation last year of \$2,000,000 for new buildings

at state institutions, State Auditor Donahey stated a large saving in architects' fees could be made if the office of state architect were created. He computed that in the last five years Frank L Packard of Columbus, who has been employed as architect for most of the state buildings, has

drawn \$125.000 in fees, and other architects have been paid \$130,000.
Charles Tudor Williams, vice-president and general manager of the Cleveland Box Company of Cleveland, died at his home January 7.

Columbus contractors are protesting vigorously against the state liability rates applied by the Industrial Commission, and have asked that the Columbus Builders & Traders' Exchange appoint a committee to make an investigation. It is complained that the charges in many instances exceed the rates of the liability insurance companies. The new schedule

which contractors are compelled to pay under the workmen's compensation law is as follows: Carpenters, generally, \$2.30 per \$100 pay-roll; carpenters, interior, \$1.40; carpenters, residence, \$2; brick masons, \$2.70; stone masons, \$2.70; concrete construction, reinforced, \$4; concrete construction, \$3; concrete pavements, \$1.20; painters, outside, \$2; painters, inside, \$1.40; plumbers, \$1.40; electricians, \$1.40; and roofers, \$3. It is protested by contractors that they must pay \$2.70 for stone masons, the

Inc. is track masons. This is held to be an early high J. A. Ford of the Imperial Lumber Company of Columbus says there is a slight improvement in the demand for hardwoods in this section, and

prices are generally well maintained.

C. H. Holden, a manufacturer and jobber of Parkersburg, W. Va., visited

Columbus jobbers recently.

J. W. Mayhew, general sales manager of the W. M. Ritter Lumber Company, left for Battle Creek, Mich., in an effort to regain his health, which has been bad for some time.

John R. Gobey of John R. Gobey & Co. reports a fairly good demand

for hardwoods in this territory, with prices well maintained.

Secretary David S. Benbow of the Sowers-Leach Lumber Company of Columbus has purchased the stock of the former sales manager, W. B. Sissors, who has left to start in the commission lumber business in Columbus the Columbus that the Columbus the Columbus that the Columbus the Columbus that the Columbu loss. Mr Sissons will be at the head of a line of retail yards in Ohio,

#### —≺ INDIANAPOLIS ≻—

The Indiana Veneer & Lumber Company is preparing to rebuild, at a cost of \$30,060, its lumber plant which burned recently.

An order for \$13,000 worth of furniture to be used in the new supreme court building at Santiago, Chile, has been received by the L. W. Ott Manufacturing Company

The Broad Ripple Lumber Company, located at Broad Ripple for many years, has just incorporated its business with an authorized capitalization

A company to manufacture furniture and hardwood specialties has been organized at Mount Vernon and incorporated with \$60,000 capital stock. Directors and principal stockholders are W. A. McGregor, E. F. McGregor and E. R. Phillips. The concern is the McGregor-Phillips Manufacturing

The Indiana Hardwood Flooring Company has brought suit for \$10,000 damages against the Indianapolis Traction & Terminal Company. The plaintiff's plant burned October 25 and during the fire a street car ran over and cut the only available line of fire hose. The suit is the first of its kind ever brought here

School children in all parts of the state have been asked by the Indiana State Board of Forestry to participate in a forestry essay contest, to close May 1. Cash prizes will be awarded for the best essays relating to forestry

James Lunny of Covington, Ind., timber buyer and stave manufacturer, died suddenly at his home in that city on January 11. He was seventy years old and was born in Ontario, Canada. Two children survive

E. C. Atkins & Co. are being visited by M. Cahne of Paris, France, one of the company's European representatives. M. Cahne, who has been coming to the city fifteen years, says the voyage was the roughest in his experience.

#### —**≺** MEMPHIS **≻**=

8. B. Anderson, president of the Anderson-Tully Company, has sent a check for \$50 to the firemen's relief fund in token of the appreciation of himself and associates of the excellent work done by the fire department at the fire which recently destroyed about 400,000 feet of lumber belonging to this firm. The fire originated on Sunday, when practically all the workmen were away, and did about \$15,000 damage. The prompt response of the department saved a spread of the flames to the plants and other holdings of the company, and thereby relieved the danger of a general conflagration in the North Memphis lumber district. The fire has not interfered in any way with the operations of the Anderson-Tully Company. which is engaged in the manufacture of hardwood lumber, box shooks and

The veneer plant of Nickey Brothers & Bass, in the northeastern part of the city, is nearly ready for operation. The Nickey Brothers Hardwood Lumber Company has operated a big band mill in that section of the city for several years, but some time ago it was decided to install veneer machinery to be run in connection therewith. At that time the Nickey interests took Walt G. Dass into the firm and the installation of the vencer machinery has been under his personal direction. There are four machines and one slicer. For the present the veneer machinery will be worked principally on white oak and red gum, but the management states that other fancy woods will be used later. The machinery is new and up-to-date in every respect. Mr. Bass will have entire charge of the veneer department. He was at one time connected with the Memphis Veneer & Lumber Company and brings to his new position a wide experlence in the manufacture and distribution of veneers.

J. W. Wheeler & Co., with mill at Madison, Ark., have opened sales offices in the Randolph building, in charge of William Pritchard, who, as recently announced in Hardwood Record, has purchased the interest of H. L. Wheeler and the estate of J. W. Wheeler & Co. in this firm. The new offices in the Memphis Trust brilding will soon be ready for occu-pancy and will be used then. C. L. Wheeler, the partner of Mr. Pritchard

# OUR STOCK OF BAND SAWN Southern Hardwoods

is one of the most complete and largest in the state

We can readily fill any requirement in

RED GUM Oak, Ash, Elm

PAINSTAKING ATTENTION TO YOUR INQUIRIES

THE LANSING CO., Parkin, Ark.



Wholesale Manufacturers and Exporters RED GUM

SAP GUM COTTONWOOD CYPRESS

ASH PLAIN OAK

All Grades and Thicknesses QUARTERED OAK

SOFT ELM SYCAMORE

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick.

# VANDEN BOOM-STIMSON LUMBER COMPANY Manufacturers Southern Hardwinds

Ash a Specialty

Memphis

Tennessee

## TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT

GARDNER & HOWE ENGINEERS

Clarence W. Griffith Department Manager. Memphis, Tenn.

# The Mossman Lumber Co., Inc.

## Manulacturers

plain and quartered red and white oak, ash, gum and poplar, it is it is

ALSO FULLY EQUIPT DIMENSION PLANT

Memons 

## THE GLUE THAT IS APPLIED COLD -



# In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

#### A DOOR MAKER SAYS:

McCleary, Wash., 9/30/13.

Perkins Glue Co. South Bend, Indiana.

Dear Sirs:—It is now about a year since we added a veneer door department to our operations. Deciding on the glue which would give the best results, we con-sidered the most important matter in connection with this new department.

Investigation convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels and it has been gratifying to find that Investigation convinced us that your product was the it has given us low cost as well as superior quality.

Yours truly,

CHEHALIS FIR DOOR CO. GJO-BB By Geo. J. Usgova.

# Perkins Glue Company

Originators and Patentees

805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM -

n thes business, will make his headquarters at Madison and will have

charge of the manufacturing end of the business.

S. B. Anderson, president of the Anderson Tully Company is one of a committee of three to superintend the work of installing a levee system that will protect North Memphis from overflow during high water in the Mississippi and Wolf rivers. Judge A. C. Floyd and L. M. Stratton are the other two members. The last legislature authorized a bond issue of \$500,000 for this purpose and the proceeds of this will be used to defray the expenses incident to the construction of the levees. The North Memphis district is noted for its many lumber and woodworking enterprises and this movement is regarded as of vital interest to them

The big hardwood mill of George C. Brown & Co. at Proctor, Ark., is closed down, as are also the plants operated by the Mark H. Brown Lumber Company at Mounds, Ark., and J. H. Bonner & Son at Heth, Ark. These companies have taken this action because they wished to reduce their stocks before another flood made its appearance in the Mississippi, They suffered considerable loss during the visitations of 1912 and 1913 and say that they do not expect to carry as large stocks as they had on hand during the spring of both of those years. George C. Brown & Co. are taking advantage of the cessation of operations to make extensive repairs, and they will later install a resaw. The Mark H. Brown Lumber Company has been closed down since December 20 and it is expected that it will resume operations some time this week. Steps are being taken, as noted in HARDWOOD RECORD recently, to strengthen and standardize the levees in charge of the St. Francis Levee Board, but the lumbermen having extensive interests in that territory are taking precautionary measures against carrying big stocks that may be subject to damage by high water. The Goodlander-Robertson Lumber Company has taken a lease on new

yards closer to the South Memphis lumber district and will begin storing lumber thereon immediately. Later the offices will be removed thereto from their present location. The new yards are expected to greatly facilitate the company in the handling of its business

The band mill of the Gayoso Lumber Company in New South Memphis has been about completed and is practically in readiness for operation. This company several years ago bought a considerable amount of timber in Tunica county, Mississippi, and for a time brought this to Memphis and had it cut by custom mills. It decided several months ago to install a mill of its own and purchased the machinery from a firm in Mississippi. Although the mill had been used somewhat, it is as good as new and will cut 40,000 to 50,000 feet per day. W. A. and C. R. Ransom are the principal holders of the Gayoso Lumber Company.

The Bradley Lumber Company has recently been granted a charter under the laws of Arkansas. It is located at Warren and has a capital stock of \$25,000.

The Arkansas Lumber Company has been organized at Arkadelphia, Ark., and is now getting ready for business. It is capitalized at \$10,000. N. V., H. L. and V. H. Wright are the incorporators.

The Southern Hardwood Lumber Company has been launched at Decatur, Ala. James W. Adair is president, E. W. Himes is vice-president and general manager, and R. M. Lipscomb is secretary-treasurer. The company is engaged in the manufacture and wholesale handling of both southern hardwoods and yellow pine. All of the officers of the firm have had a wide experience in the lumber business. Mr. Adair will have charge of the sales department, while Mr. Himes will look after the shipping end of the

Weather conditions since the first of the year have been practically ideal for logging operations, and good progress is reported in this work. There has been very little rain since the new year opened, and the movement of timber is fairly full. The receipts by river, however, are comparatively small because the water is so low that rafting is out of the question and towing is effected with more than usual difficulty. Practically all of the mills here are well supplied with timber at present, but it is recognized that weather conditions during the next few weeks will play an important part in determining whether or not there will be an adequate supply of raw material for the plants here and elsewhere in this territory.

#### =< NASHVILLE >=

The Dimension Lumber Company of Haywood county, with an authorized capital stock of \$5,000, has been incorporated by F. J. Nunn, W. S. Elder, R. W. Haywood, J. W. Byrn and Currey Dixon.

The Southern Woodenware Company, Nashville, with authorized capital stock of \$59,000, has been incorporated by D. W. Cantrell, J. J. Johnson, J. W. Mason, J. W. Harc and Wm. Hume, Jr. Mr. Cantrell will be president, and Mr. Mason general manager. The company will manu-

W. R. Howard of Hopkinsville, Ky., has purchased a tract of 500 acres of timberland on Crab Orchard creek, near Deermont, Tenn., and will

have a sawmill built to develop the land. The Cumberland Stave & Heading Company, which has operated a big plant at Livingston, Tenn., will move to Harriman, Tenn. The company will increase its capital stock, making the total \$25,000 preferred and \$50,000 common. The company has had a payroll of \$5,000 monthly at Livingston, and the plan is to have a much larger plant.

A. B. Ransom, S. Lieberman and several other prominent Nashville lumbermen have been in Memphis this week attending the meeting of

the Hardwood Manufacturers' Association of the United States.

An important change was made in the Nashville trade recently. J. W. Boyd retired from the firm of Love, Boyd & Co., and that firm will be

continued by J. W. and Hamilton Love amber the same name the dissolution of partnership J. W. Boyd & Co. was organized and incoposated with authorized capital of 825,000 by J. W. Boyd, C. E. Mc. Glocklin, Weiderl McFadden, W. R. Hermenikle and W. L. Pierce, and will perfect plans to start business at an early date. Love Boyd & to are mong the large hardwood open tors in the local field

The Mertord Lumber Company which has operated plant in West Nashville, has been incorporated with authorized capital stock of \$10,000, by Chas M. Morford, J. M. Whitson, W. N. Bryant, K. H. Dodson, F. C. Tower Mr Morford, nead of the company is president of the Nashville

The election of L. B. Pennock, head of the Rock City Handle Company, as president of the Association of Spoke Manufacturers of the United States, at the recent convention in Memphis, was very gratifying to his many friends in Nashville. Mr. Pennock is one of the leading local manufacturers, and has had long experience in the business

The Nashville Hardwood Flooring Company is having installed four boilers of 150-horse-power each. The plant will be closed down until Fouriery 1, while the boilers are being installed.

Charlton L. McConnell, general manager of the Nashville Hardwood Flooring Company, and one of the best-known men in this section in the hardwood manufacturing business, died January 17 at his home in this Mr. McConnell was forty-seven years old, and suffered a nervous breakdown a short time ago. He had held the position ten years, pre-vious to which time he had been with the Prewitt-Spurr Manufacturing ompany. He was a native of Virginia, and is survived by his widow and three daughters.

Oscar M. Davidson, aged thirty-one years, died at his home in Denver, Colo. He was president of the Standard Manufacturing Company there. The deceased was a son of W. V. Davidson, president of the Davidson, Hicks & Greene Company of this city. The tuneral and interment took place here. Mr. Davidson leaves a widow

#### ────≺ LOUISVILLE ≻──

Louisville hardwood men have been busy recently taking in the various meetings of interest to them. A considerable delegation was on hand last week at the annual of the Indina Hardwood Manufacturers' Asso-cation, these including T. M. Brown, W. P. Brown & Sons Lamber S. R. Cecil, Booker-Cecil Company; R. F. Smith, Ohio River Sawmill Company; D. E. Kline, Louisville Veneer Mills; and E. S. Shippen, Louisville Point Lumber Company. A good crowd also went down to Memphis this week to attend the Hardwood Manufacturers' Assoclation convention.

Hardwood men are keeping a weather eye on the legislature, which is now in session at Frankfort. It is likely that the current session will be one of the most important held in many years. The enactment of a workmen's compensation law is probably the chief matter of interest, the lines having been drawn by the labor organizations' bill, which provides for state insurance, makes the system compulsory, fixes a rate of indemnity much higher than the average, and in general is radical from the standpoint of the manufacturers. The Kentucky Manufacturers & Shippers' Association, representing the lumber and other business interests, has had a bill introduced which provides for fixing the awards by the circuit judge of each county where the accident happens; makes the scale of indemnity less than the labor bill, but up the average of other state measures; does not provide for state insurance, and makes the system optional. An unfavorable feature of the situation is that the coal operators are anxiously urging the adoption of a state insurance feature, in order to provide cheaper and more inclusive insurance than they now have, and they are likely to throw their supnort, which is worth much politically, to the labor bill in order to get the kind of measure they want.

Edward S. Shippen, head of the Louisville Point Lumber Company, is a pearl collector of note. This avocation keeps him amused while on logbuying expeditions up and down the Ohio rive

The Edw. L. Davis Lumber Company will probably make arrangements with the Ford Motor Company to turn over part of its yard, which has been purchased by the company as an assembling plant, before the expiration of the lumbermen's lease, which has some time to run.

Selling expeditions have been numerous on the part of members of the local trade. R. F. Smith, P. G. Booker, E. G. Stemmelen, J. G. Brown and others have been on the road seeking the clusive orders. As a matter of fact, however, all of them report that the situation looks a lot better than it did thirty years ago, and all of the concerns are expecting to bandle a good volume of business from now on.

C. C. Mengel, vice-president of the C. C. Mengel & Bro. Company, has been re-elected a member of the board of directors of the Board of Trade,

which held its annual meeting recently

A new lumber road is to be built by the Tug River & Kentucky Railroad Company, a Norfolk & Western subsidiary, from Tug river, in Pike county, up Poplar, Peters and Blackberry creeks to connect with the Norfolk & Western in West Virginia.

The Ben F. Hawn Lumber Company has been organized at Pineville, Ky., by Ben F. Hawn and others with a capital stock of \$15,000. The company will probably operate a sawmill.

Mat Dempley has acquired the sawmill which heretofore has been operated at Crestwood, Ky., by the firm of Jacob Dempley & Son

The growth of the wood-preserving business is graphically indicated by



## Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best for-eign houses are taking up my logs on my own recommendation.

My supply enables me to fill orders of any size in carload lots without delay

#### Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured walnut in long wood and stumps contains only the choicest in figure and curl that can be found.

All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for the knife

Youwill lose nothing by trying me on your next inquiry.

> FRANK PURCELL = Kansas City, Mo., U.S.A.

# THE QUALITY OF YOUR VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

## This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

# Fred W. Black Lumber Co.

2245 S. Crawford Ave.

Chicago, Ill.

# RED GUM

(Leading Manufacturers)

WE OFFER THE FOLLOWING

# **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum 75,000 ft. 6/4 Common & Better Red Gum 50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, MISS.

# our specialty St. Francis Basin Red Gum

WE MANUFACTURE

# Southern Hardwoods

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

# ARCHER LUMBER COMPANY HELENA. ARKANSAS

HARDWOODS

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY—RED GUM

# St. Francis Basin Hardwoods

100,000′ 4/4″ 1sts & 2nds Plain White Oak 100,000′ 6/4″ No. 1 Common Red Gum

**Band Sawn** 

**Bone Dry** 

75 per cent. 14 and 16 feet long PROMPT SHIPMENT

# Geo. C. Brown & Company

Proctor, Ark. 1 hour from Memphis on C. R. I. & P. Ry.

plans which have been announced by the American Creosoting Company, which has offices in Louisville, for the construction of a creosote plant at Woodward. Mar The company will establish a plant in connection with coke overs which are now in operation, and will make creosote and other coal-tar products, thus getting the material which it uses in its fourteen plants. The company is one of the largest concerns in the wood-preserving industry and uses an immense amount of material.

Lumbermen do not appear to understand the motive back of a bill which has been introduced in the state legislature, the purpose of which is to repeal the act creating the state board of forestry. The board, through the state forester, J. E. Barton, has done excellent work, a recent report showing that during the past autumn fires which destroyed 350,000 board feet of timber were put out by the county fire wardens appointed by the department. The loss would unquestionably have been much greater without their assistance.

#### => WISCONSIN ≺=

The Middleton Lumber Company of Ripon has been incorporated with \$45,000 capital. G. J. Middleton, F. T. Chittenden and J. A. Middleton are the incorporators.

The Lincoln Box Company of Merrill has been incorporated by Charles F. Hackbart, J. G. Wenzel and George Misterek.

The Eagle River Lumber Company of Eagle River has been incorporated to manufacture and sell lumber and other timber products. The capital stock is \$12.000 and the incorporators are Fred W. Behn, Theodore A. Brenner, Henry Leppla and Herman F. Behn.

The Westfield and Fall River Lumber Company of Mosinee has filed an amendment to its articles of incorporation increasing its capital from \$18,000 to \$150,000.

The Paine Lumber Company and other Oshkosh lumbering concerns, which have been closed for improvements, overhauling and repairs, will soon be running full force. The Paine concern will resume operations in its entire plant after a long idleness. The H. McMillen, the Foster-Lothman and the Gould mills have already resumed operations. Hundreds of unemployed have been supplied with work. The Diamond Match Company has awarded a contract to the Coddington Engineering Company of Milwaukee to erect a large fire proof addition, four stories high and 65 by 110 feet in size.

The E. W. Ellis Lumber Company, Grand Rapids, has commenced its season's cut and expects to soon begin both day and night shifts. The first shipment received by this concern was thirty cars of hardwood logs, arriving at Grand Rapids Saturday. January 17. It is expected this season's cut will exceed that of last year.

The work of making repairs in the Connor sawmill at Stratford has been completed. About fifteen million feet of logs will be cut the coming season.

The Neillsville Cheese Box Manufacturing Company has closed up its business at Neillsville, having sold its business to Blum Brothers, of Marshfield, who will enlarge their factory at Marshfield and conduct the entire business in that city. The Neillsville plant is closed.

The Great Northern Pail Company, whose plant was destroyed by fire recently at Gillett, will replace the old plant with a modern structure, 100 by 80 feet in size, which is to cost \$15,000. The plant included an electric plant which supplied the village. Joseph H. Murphy is president; H. C. Sorenson, vice-president; W. W. Smith, manager. The general offices, formerly located at Green Bay, will be removed to Gillett.

Work has been commenced at the new woodworking plant of L. S. Barber & Sons at Butternut. The concern will manufacture broomhandles but will cut table leg squares for a period, for which product all such lumber that cannot be used for broom handles is used.

The Hannahs Manufacturing Company of Kenosha has made plans to double its capacity by several large additions. Excavation work has been started on a machine room, to be one story and 85 by 120 feet. Adjoining it will be four new dry kilns, each 18 by 120 feet. A new power plant will change from steam to electric drive. A glue room for veneering will be two stories and 60 by 220 feet. A warehouse will also be erected, two stories and 60 by 122 feet. The new dry kilns will give the concern a capacity of 40,000 feet of dry lumber daily.

The Tomahawk Veneer & Box Company, which was incorporated in September, 1913, has commenced operations. The concern purchased the No. 2 saw and planing mills of the Bradley company, taking possession on November 1, and the planing mill has been remodeled to meet requirements in producing veneer and cheese boxes. Max Meyer is manager of the plant, which has produced its first product. Rheinhard Meyer is president; W. H. McDermott, treasurer; George L. Sladek, secretary; Julius Gromoll, vice-president.

As a memorial to their father, the late William Carson, a pioneer lumberman of Eau Claire, the daughters of the lumberman, Mrs. James McIntire and Mrs. Theodore K. Long of Chicago, Mrs. Jocelyn McGrath and Mrs. C. W. Lockwood, Eau Claire, have purchased from the Eugene Shaw estate Half Moon Lake Island, one of the beauty spots of the city, comprising 135 acres, and presented it to the city of Eau Claire. It will be known as Carson Park.

The Haevers Logging Company of Green Bay has erected a mill in the woods at the source of the timber supply and will haul the cut lumber from the mill to the shores of Green Bay to be marketed by boats and railroads in the spring. This method has been adopted by the Haevers

company to solve the problem of logging at a comparatively low cost this winter despite the fact that there is attacenow in the woods concern has about two million feet of timber in the vicinity of Egg Harbor and the cutting of it has commenced. Fifteen teams of horses with wagons are used to bring the timber to the mill and hauf the lumber to the dock at the bay shore.

The Kellogg Lumber Company of Antigo started five sprinklers on January 12 to see its logging roads. Although the low temperature is highly favorable there is little snow to keep the water from running off the roads, which have become heaved and uneven. No attempt would be made to make fee roads under these conditions but the horses must be worked to keep them in condition. Work is being provided for laborers until logging is going ahead in full swing.

Seventeen million feet of lumber, almost entirely hardwood, will be sawed at Antigo sawmills this year. The Faust Lumber Company, which does no logging but buys all its logs, will cut 8,000,000 feet into lumber at the Antigo mill. These logs are coming from points on the Mattoon railway, the vicinity of Bowler, on the Heineman and Elton branches of the Northwestern road and from north of Monico Unless there is Unless there is a heavy snowfall "caterpillar" locomotives will be used to haul trains of hugh sleighs over ice roads.

A cut in wages of the men employed in various capacities of the lumbering industry is reported from northern Wisconsin and Michigan. At the Big Lake Siding logging camp the announcement resulted in a general walkout, only the foreman, cook and blacksmith remaining. duction of about ten per cent was announced by Marinette and Menominee companies, to take effect this month.

The Barker & Stewart Lumber Company of Wausau has denied the liability of the loss caused by the carrying away of the Leahy & Beebe bridge during the 1912 floods. It is alleged that the lumber company bad logs in the river above the bridge which, when carried against the nee jam, forced the bridge out of position. The bill for repairs was sent to the concern by the common council but was returned unpaid.

The Rapid Washing Machine Company of Grand Rapids has been formed to manufacture a revolving bottom and suction plunger washing machine, the invention of William Wittee of Ripon. The company, with \$10,000 capital, has leased the former Anderson Carriage Works for a factory and has employed Gustave Keye, who has been conducting spindle carving works on Upper Second street, as manager.

That the Wisconsin labor market is congested is shown by the report issued by the Wisconsin Free Employment bureau. During December of 1912 there were 115 applicants for every 100 positions, while December, 1913, showed 238 applicants for every 100 jobs. Milwaukee showed 256 applicants for every 100 jobs, while Superior reported 130. Unemployment is greater among factory girls and women who work by the day. The employment offices obtained positions for 1,683 in December of 1913, as compared to 1,587 for same period the year previous. The total number of men applying for positions last year was about 18,000,

of which about sixty per cent secured employment through the offices.

The Wausau Log & Land Company has completed most of the cottages planned for erection at Malvern, where a sawmill is to be erected in spring. The mill will consist of a gang mill and band re-saw. lumber will be loaded onto cars direct from the mill and piled at Wausau where it will be run through an edger and trimmer and cut into lengths for box manufacture after seasoning. The firm expects at least ten years' operations at Malvern.

## The Hardwood Market

#### =≺ CHICAGO ≻=

The first tint in the sliver lining of the black cloud that has overhung the lumber business locally for some little time is just making its appear-While it has taken almost a month for this long-promised improvement to materialize since the first of the year, this fact has not been any particular disappointment to the trade, as it was not expected that consuming factories would begin to replenish their supplies until it became entirely evident that there would be no general break in lumber prices and that business conditions affecting them directly would show somewhat of an improvement. The steadying down of the business element all over the country has injected more life into all merchandising transactions and the result is a strengthened market for various products. In fact the furniture exhibits at Grand Rapids and Chicago are really developing a very satisfactory line of sales and this fact, coupled with a real shortage of stock which exists in consumers' hands, has started the ball rolling. It is not only hoped but expected that the improvement in sales conditions as far as the hardwood business is concerned will be gradual, but is nevertheless anticipated that it will be consistent and real.

The much more favorable condition of the money market has loosened up capital that will go into building investment, which promises to materially assist in strengthening the local lumber situation. In fact without exception all lines of the consuming industry are feeling the improvement, which is reflected in the increased inquiry for hardwood stocks. is not as yet a fact that prices have been materially improved, but that

# MILLER LUMBER CO.

Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shocks.

# Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

# **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better

Mark H. Brown Lumber Company Hardwood Manufacturers Mounds, Ark. Eleven Miles West of Memphis, Tenn.

Baker-Matthews Manufacturing Co. Sikeston, Mo.

**Band Sawn** Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK SEND US YOUR INQUIRIES

# **Start Somewhere**

No proposition can be accurately figured out unless a starting point is first established.

Did you ever encounter a man who professed that he was entirely satisfied with his lumber kiln drying results?

Will not even the expert tell you that occasionally his lumber comes through his kiln just right-the next time it is too green-the next time it is too dry-the next time that it is checked, warped or honeycombed?

There is a reason for it.

Usually it is not the fault of the dry kiln.

How can it be expected that woods of various texture, various thickness or at various stages of air dryness can be subjected in a kiln to the same heat, the same ventilation, the same duration of time and accomplish uniformly satisfactory results?

It is an impossible proposition.

START SOMEWHERE

Start with lumber that is uniform in texture and dryness through and through.

The solution of all lumber-drying difficulties is the employment of

# raetzer-cure

This is lumber treated with steam under pressure in the Kraetzer Patented Preparator.

Lumber that has been treated in this apparatus is fit for the kiln, whether it be 30 days old, 60 days old, or six months old; is delivered without check, split, stain, warp or other seasoning defects, and is of an uniform mellow texture and color.

This lumber can be satisfactorily kiln-dried in the simplest form of a kiln in one-third of the time that ordinary air-dried lumber requires.

The kiln will deliver this lumber as it received it, save for dryness.

Its milling qualities will be vastly improved, as also its strength and elasticity.

The big loss in shrinkage will be avoided.

Furniture or interior finish made of Kraetzer-cured, kiln-dried wood will hold its glue joints, stay where it is put, and the shrinkage and swelling, even under violent atmospheric changes, is almost nil,

It will take filler and even water stains without per-

ceptible raising of the grain.

We will cheerfully supply the names and addresses of all lumber manufacturers who employ the Kraetzer Preparator, naming the kinds of woods they produce.

Buy one car of steam treated lumber, bandle it through your kilns and into your finished product, and you will be convinced that you cannot afford not to use Kraetzer-cured lumber.

The same desirable results can be achieved on ordinary air-dried lumber with a Preparator as an adjunct to your dry kiln.

### The Kraetzer Company 537 S. Dearborn St., CHICAGO

that condition is anticipated is vouched for by most of the local trade. On the whole the business situation in Chicago, as far as lumber is concerned really promises well, and it seems evident that it will not be long before these promises are fulfilled.

#### — ≺ NEW YORK >—

The improvement in market conditions which has been so long expected seems to be on its way, for there are noted some concrete examples of a trade revival. The volume is larger, and while most of the business is for mixed lots indicating a hesitancy on the part of buyers to give orders for stocking up- there are some instances where time delivery orders are being placed. The stocks of lumber on hand at local yards and manufactories are small and badly broken, and no doubt the next thirty days will witness some future buying. It may be noted here that a fair volume of this character of trade will give firmness to the market if it does not advance prices. On the whole the price situation may be called satisfactory, and in some cases as in the better grades of ash, there are slight advances. Chestnut and gom are the weakest items in the present market

#### —≺ BUFFALO >-----

The hardwood market has improved this month, and most yards are finding a pretty fair demand, considering the season. A more confident feeling is now prevailing and wholesalers are expecting the improvementto continue and become more pronounced within a short time. New stock is coming in right along, and some yards will be handling a large amount of new lumber within the next month or two, much of it from the South. Lower yard prices are prevailing in some woods, but the majority of hardwoods are being maintained on a pretty firm level.

Plain white oak is in rather abundant supply, and this is causing a weakness in price, running as much as 50 cents per thousand. Some yards are said to be making lower prices than usual in order to reduce their large supplies of this wood. Maple and birch are in fair demand and are holding firm in price. In veneers the prevailing demand nowadays seems to be for birch. Chestnut is moving quite well. Basswood is rather plentiful, while elm in some grades is scarcer.

#### -----≺ PITTSBURGH >-----

The new year is breaking away with excellent prospects for good business ahead. Inquiries are more numerous, orders are a little more plentiful, industrial activities are much more in evidence, and prices of lumber are going higher. All these factors indicate a return of good business, and especially of safe and sane methods of handling the lumber trade. Wholesalers are putting out many new men and making better connections at the mills, indicating their confidence in the hardwood business for 1914. The Pittsburgh district is rapidly recovering in an industrial way. sumption is the password all along the line. Inquiries from the big concerns in this district are beginning to come in, showing that they are going to be ready buyers of lumber this year. For this reason wholesalers are much encouraged and are getting ready to go after business this year in a strong manner.

#### —≺ COLUMBUS ≻=

Quite an improvement in the hardwood trade has been noted in Columbus since the first of the year. With the completion of their semi-annual inventories dealers are buying more liberally. The inventories disclosed the fact that stocks were low and that they must replenish them. Prices are pretty well maintained at the levels which have prevailed for some time. Another feature of the trade is the better buying on the part of certain factories. Implement and vehicle concerns are buying fairly well. and some demand is expected from furniture factories when the semi-annual shows are over. Reports seem to indicate that the furniture shows are being successful.

Preparations are being made for an active building season in the spring, as architects and builders are busy on plans and specifications. Despite the general business depression, the feeling in lumber circles is good. Dry stocks of hardwoods are not very large, which is taken as a good indication. Stocks in the hands of retailers are very small. Railroads are now handling shipments promptly, as the car supply is adequate. Collections are not the best.

Quartered oak is firm and the movement is fair. The same is true of plain oak. Poplar is moving better and prices are firm. Chestnut is another strong point in the market. Basswood and ash are in fair demand and other hardwoods are unchanged.

#### ----≺ BALTIMORE >-----

The past two weeks have brought no important changes in the hardwood trade, it being still too soon after the beginning of the year for any quickening influences to make themselves impressively felt. That the situation is stronger, however, appears to admit of no doubt. Even though prices have not advanced and the movement is yet very much restricted, decidedly more confidence prevails in the future, and the hardwood trade lives in anticipation of what may be looked for in the near future. Already signs of an expansion in the movement are to be noted, and if it has not assumed more pronounced shape this is perhaps due to the open winter, which allows no fears of a shortage to come up. The mills continue operations with practically no interruption, and there are no

formulable nunedlments in the way of gitting stocks to the uniformly Orders are being met with a freer measure of promptness, and the output is relatively large for this season of the vari. The varids and other bayers, on the other land, are disposed to maintest greater freedom in outcommuniments; in the insteador, because the outlook is more peasuring and, secondly, for the reason that their holding back for some weeks has resulted in material reductions in the supplies, which must be replicibled if the selections are to be adequate.

No change in the quotations is to be noted. Low grades of chestnut and popular are still easy, with exten wide popular almost in a state of suspension as far as movement goes. But no further, recession is to be recorded, and here and there signs are observed which encourage the long that values, even in the least active of the stocks or those in most liberal supply, will move up before long. Oak in the various grades is holding its own quite well, and the interest shown in the offerings of the sellers since the first of the year is of a gratifying character. All of the stocks in general use are being called for, and the movement seems to be expanding. The export business is still affected more or less by the unfavorable conditions that have influenced certain features of it, supplies in the United Kingdom being too free, while in some continental countries the backing capacity is impaired because of internal conditions; but the out-look is regarded as merceasingly bright

#### =< CINCINNATI >=

There is a decided improvement in the hardwood field and although the actual booking of orders is as yet small, all of the good prospect signs are displayed and it is believed the expected change for the better will make its appearance early. Prices on all items remain firm and many inquiries are received covering the whole list. Factory trade is expected to be in full blast in a few weeks at the most, and as it is a known fact that there is little stock in the hands of consumers, there is bound to be a very good general demand for hardwoods when business gets in full swing.

The furniture and implement trade is said to be in a fair way for a nice business and they are expected to be big consumers. The labor troubles in this section appear to have been settled, the strikes of last tear which burt business so badly were so disastrous to organized labor and the manufacturers' organizations that were formed at that time to handle the situation, have been so thoroughly maintained and are in a fair way to remain permanent that labor leaders will be very careful this year in starting any trouble, having failed last season and lost their prestige among the rank and file.

Dealers expect that there will be a good steady demand the coming season and know that stocks are low in the hands of consumers but they also are of the opinion that they will be expected to carry the stock for some time to come, that is to say, that buyers will not likely stock up as they used to do but will order stock as needed but orders are expected to come with much more frequency than during the latter part of last year. It is believed that this manner of buying will prevail just as long as quick shipments on railroads are possible and that will likely be for some time but a little congestion on the railroads will channe this quickly.

#### ──≺ INDIANAPOLIS ≻=

The hardwood trade has been more or less listless for the last two weeks. There have been some inquiries for spring deliveries, but no current sales of note. Prices are about the same as they have been for weeks, and there is little buying except to meet immediate needs.

There is nothing particularly discouraging about the present situation. Indications point toward a reasonable amount of spring business which will come through a resumption of industries over Indiana as well as  $\pi$  renewal of building operations. Many modern business buildings which will require interior hardwood trim are to be erected in Indianapolis.

#### ——< MEMPHIS >=

The hardwood market shows some improvement since the first of the year. There have been more inquiries and some of these have resulted in actual business, so that shipments are now on a somewhat larger scale. The export situation has shown little if any improvement, and leading exporters here are prepared to expect reasonably quiet conditions in that division of the market, for the reasons outlined in the Memphis corre spondence of Hardwood Record two weeks ago. There is a fairly active demand for red and white oak in both the higher and lower grades, and prices are pretty well maintained. There is likewise a pretty fair demand for the higher grades of sap gum, though prices are if anything a shade The upper grades of red gum are not moving in a very satisfactory manner. The demand appears to be rather limited, while the supply at the moment seems to be in excess of the call therefor. The lower grades of both cottonwood and gum are still selling with considerable freedom, but prices in some quarters are reported a shade easier. Ash is well maintained and deliveries of this lumber are being made at pretty full quotations. The demand is good. There is comparatively little call for cottonwood in firsts and seconds and in box boards, and prices are lower to sell, The trade is rather optimistic regarding the outlook. Due emphasis is being laid on the improving business conditions throughout the country, and lumber interests believe that this better general situation must sooner or later reflect in increasing activity for lumber. There is more building in progress now than for a long while, and the movement the rallroads

# The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

# Northern and Southern Hardwoods

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

#### WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected Birch

Send us your inquiries

1 car 8/4 L. R. Wisconsin White Oak



# Gum Oak Elm

Can surface and re-saw, also furnish Kiln Dried Stock

COTTONWOOD CYPRESS
FURNITURE DIMENSION
SYCAMORE YELLOW PINE

YCAMORE YELLOW PINE

## Licking River Lumber Company

114 Dean Bldg.
FOR PRICES South Bend. Indiana

# Saline River Hardwood Co.

Main Sales Office

#### Pine Bluff, Arkansas

Manufacturers of

## Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- $\P$  We offer to the trade a remarkably SUPERIOR lumber product.
- $\P$  Our TIMBER is virgin forest growth of the highest type.
- $\P$  Our MILLS are new and produce accurately manufactured stock.
- ¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- ¶ Kraetzer-cured lumber will "stay where you put it."
- I Dry kiln and oak flooring plant in connection.
- ¶ We solicit the inquiries and orders of critical and discriminating buyers.
- ¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.



GENERAL VIEW OF MAIN SAWMILL PLANT

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U.S.A. THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

## STOCK LIST-Dry Lumber on Hand January 1st, 1914

3/8"	1 2"	5 8"	3/4"	4 4"	5 4"	6 4"	8./4"	10/4"	12/4"	16 '4"
1st & 2nd Qtd, Wh, Oak, 6" & up 46,000		20,000	78,000	80,000	*28,000	12,000	*5,000			
1st & 2nd Qtd, Wh. Oak, 10" & up				6,000						
1st & 2nd Qtd, Wh. Oak, 12" & up					12,000					
No. 1 Com. Qtd. Wh. Oak, 4" & up 13,000	35,000		20,000	50,000	22,000					
No. 1 Com. Qtd. Wh. Oak, 6" & up				35,000						
Cir. Q. W. O. Sap Strips, 2½-5½"				45,000						
Clr. Q. W. Oak Strips, 21/2-51/2"				12,000						
1st & 2nd Pl. Wh. Oak, 6" & up 20,000	70,000	20,000	25,000	*100,000	*16,000	*15,000				
No. 1 Com. Pl. Wh. Oak, 4" & up 20,000	12,000	12,000		150,000	18,000	*40,000	27,000			
1st & 2nd Pl. Red Oak, 6" & up 40,000	35,000	26,000	34,000	100,000	8,000	*30,000	20,000			
No. 1 Com, Pl. Red Oak, 4" & up 23,000	25,000	25,000	22,000	300,000	12,000	*30,000	3,000			
No. 2 Com. Pl. Red Oak, 3" & up				*200,000	2,000	2,000				
Oak Core Stock				300,000						
1st & 2nd Q. Red Gum, 5" & up				10,000	5,000	6,000	15,000			
No. 1 Com, Q. Red Gum, 4" & up				12,000	3,000	2,000	5,000			
1st & 2nd Fig. Red Gum, 6" & up 30,000	25,000	15,000	30,000	15,000	4,000	2,000	2,000			
No. 1 Com, Fig. Red Gum, 4" & up 5,000	4,000	4,000	5,000	12,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up150,000	200,000	175,000	300,000	250,000	225,000	215,000	15,000	*15,000	*16,000	
No. 1 Com. Pl. Red Gum, 4" & up 87,000	75,000	60,000	90,000	100,000	50,000	30,000	18,000			
1st & 2nd Sap Gum, 6" & up	30,000	25,000	40,000	50,000	25,000	12,000	25,000	*12,000	*15,000	
1st & 2nd Sap Gum, 13-17"				80,000						
1st & 2nd Sap Gum, 17" & up				40,000						
1st & 2nd Sap Gum Stain, 13" & up				20,000						
Sap Gum Box Boards, 13-17"				60,000						
No. 1 Com. Sap Gum, 4" & up 28,000	30,000	40,000	50,000	75,000	40,000	*35,000	*12,000			
No. 2 Com. Gum, 3" & up 75,000	80,000	70,000	160,000			80,000				
1st & 2nd Tupelo, 6" & up				40,000						
No. 1 Com. Tupelo, 4" & up				15,000						
1st & 2nd Cypress						40,000	*12,000			
Select Cypress				60,000		60,000	*10,000			
No. 1 Shop Cypress				30,000		27,000	*15,000			
No. 1 & No. 2 Com, Cypress						40,000				

\* Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No. I Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and flat and to be absolutely free from stain. Kraetzer-Cured Lumber is of a soft, mild texture and uniform color.

We have facilities for kiln-drying and surfacing. We specialize on Oak timbers, switch and crossties, car stock, bridge and crossing plank.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND-WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

have launched looking to higher rates is regarded as a possible bullish factor.

#### =≺ NASHVILLE >=

Business rules quiet in the hardwood market. Many of the dealers have been taking inventories, and closed up the year in a satisfactory The hardwood business in the Nashville market is estimated at \$8,000,000 to \$10,000,000 annually, and reports of dealers indicate that 1913 business was as large as that of 1912. They are fairly well stocked at present, supplies being about up to the average. Some business is being handled in oak, ash, poplar, chestnut and other lines, and while values are not as strong as they were six months ago, most dealers are not inclined to make concessions

#### ──≺ LOUISVILLE >=

Though the railroads are not buying at all, according to hardwood concerns which specialize in that trade, and though purchases by furniture manufacturers have been light on account of the shows still being on, sentiment, which is the most important factor in creating trade conditions, has improved materially during the past few weeks. Inquiries are more numerous and new business is being booked. While the volume of trade being handled is not exceptionally large, it is sufficient to show that consumers are getting their stride and that the use of hardwoods is proceeding at such a rate that users will have to resume buying in order to keep pace with their factory operations. Contracts have been made for deliveries during 1914, and in most cases advances in the prices have been recorded. Contract buyers are also specifying deliveries, so that apparently the actual cutting up of lumber is going forward steadily. The interior finish situation is also good, and the prospects in that direction are more favorable than they have been for months. Altogether, lumbermen feel encouraged and are getting ready to make 1914 a good year.

#### 

Though no material advances have been made in the hardwood market of Arkansas during the past two weeks, the manufacturers of hardwood throughout the state are entertaining great hopes for the future. The Hardwood men are almost universally optimistic over the outlook for the present year. The indications are that 1914 will prove a prosperous year in all lines, and the lumbermen in general expect better market conditions. For the past several weeks the market on most items has been decidedly low, scarcely no market being had for staves and heading. The manufacturers of these last mentioned items are however continuing to operate, and are storing their products for future sales. The market for oak of the various grades continues to show unusual strength, this being practically the only hardwood item for which there is much demand at present.

#### ———≺ MILWAUKEE ≻———

The hardwood market is beginning to show more activity, and wholesalers are confident that a better business may be expected from now on. While orders are still coming in rather slowly, more inquiries are being made daily. Retailers about the state are beginning to think of getting their stocks up in readiness for the spring trade, while the factory con suming trade is evincing more interest. The realization that stocks in first and second hands are unusually low and the fear that prices will go higher, just as soon as the spring rush sets in, seems to have awakened buyers that now is the time to place their orders. Wholesalers are urging that buyers get in their orders as soon as possible, while there are dry stocks available, while shipping facilities are of the best, and before further advances are experienced.

The mild weather, decidedly unfavorable to logging operations is causing considerable concern to the lumber interests. A short period of cold weather and a slight fall of snow was received in the northern lumber country recently, but the weather turned warm again and logging operations are being impeded seriously. Loggers and lumber concerns have a large cut of logs lying in the woods, as camps all over the lumber country were opened early last fall, but except in special instances, it has been a difficult matter to haul and skid the logs, so that shipments to the mills have been curtailed. The lumber business was fairly good last season and stocks were decreased in most instances. It was generally conceded that the logging output would be large this winter, but it now begins to look as though the cut would be smaller than usual. This will surely mean a shortage of dry stocks and higher prices before the spring building rush is over with.

Building operations in Milwaukee have been showing activity during January, a natural result of the mild weather. Up to and including January 17, the amount represented by permits issued aggregated \$232. 458, as compared with an investment of \$130,231 during the corresponding period of 1913. Permits will be placed soon for several structures. ranging in cost from \$100,000 to \$300,000 each, while architects have completed plans for the erection of the theatre, hotel and office structure which will be started early next summer on the site now occupied by the Plankington house, and representing an investment of \$4,000,000.

Birch and maple are in leading demand among the northern hard-woods, while stocks in the hands of manufacturers are said to be light. Plain oak seems to be the leader in southern woods. Box manufacturers seem to be meeting with a rather slow business, which is curtailing the demand for low-grade hardwood.

LATEST IMPROVED DRY KILNS AND MACHINERY



Monogram Brand White Oak Flooring

> Perfectly dried and worked. Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

> Our Specialty: Quarter-sawed White Oak Flooring

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# **Kentucky Lumber Company**

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POPLAR. PLAIN AND OUAR-TERED OAK, RED AND SAP GUM. ASH. CHESTNUT. BASS-WOOD, HEMLOCK, WHITE PINE

Burnside, Ky. Williamsburg, Ky. Isola, Miss.

Sales Office Cincinnati. O.

# WANTED

All Kinds of High-Grade

# **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass. West Virginia. NEW YORK

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

**Specialties** OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

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WHY do more than 380 of the most prominent and successful lumber manufacturers exchange nearly \$30,000,000.00 of indemnity against fire loss at

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# BECAUSE!

**BECAUSE** it is the oldest and strongest inter-insurance association among lumbermen, being now in its fifteenth year.

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Rankin-Benedict Underwriting Co.

Attorney in Fact, KANSAS CITY, MO.

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# CLASSIFIED **ADVERTISEMENTS**

Advertisements will be inserted in this section at the following tales:

For one insertion For three insertions.......50c a line For four insertions.......60c a line

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Remittances to accompany the order. No the advertisement.

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#### WANTED

A hardwood lumber grader. Young man preferred. Inquire LUGER FURNITURE CO., Minneapolis, Minn.

#### WANTED

Two experienced hardwood lumber salesmen, one to sell hardwood in York State, the other in Massachusetts, Address Box 126, cure Hardwood Record, Chicago

#### SALESMAN WANTED

The one big, one piece side line of a life-time rendy Feby. 1st. Exclusive territory. Credit on repeats. Write quick. 20% commission. JAMES H. CUMMING & CO.,

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#### WANTED.

Services of first-class hardwood salesman, to cover Ohio and Indiana territory. Prefer one who has had experience in the states named. Good opportunity for hustler who can show results. W. E. HEYSER LBR. CO., Cincinnati, O.

#### **EMPLOYMENT WANTED**

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up In diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WAGON STOCK WANTED

#### I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and E. B. BROWN, 372 Bayne St., nav cash.

Buffalo, N. Y.

#### TIMBER LANDS WANTED

#### WANTED-TIMBER LAND

Located within binning distance of railroad. Loud 1 5000 perces preferred hardwood or cell low pine. 50% cash, 50% improved real estate

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES.

Timber estimates, surveys, maps and detailed conditions

McDONALD, Forest Enginee East Tennessee Bank Bldg. Knoyville Tennessee

#### TIMBER FOR SALE

#### \$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE. Timber Dept., Janesville, Wisconsin.

#### HICKORY STUMPAGE FOR SALE.

3,000,000 feet Hickory Stumpage on Big Black River in Mississippi, 112 miles average haul to main line I. C. R. R. Also 12,000,000 feet Red Gum. cheap. Hickory flitches and car stock. Address. A. K. FOOT, Canton, Miss.

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#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber. dimension stock and veneers and papels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Sell ing Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

#### FOR SALE, CHOICE DRY STOCK

150 M ft 4 4 Log Run Soft Maple. 200 M ft. 5 4 Log Run Soft Maple

SO M It 3" Soil Grey Elim

100 M It 4 4 No 1 Common Basswood All edged, trimmed and well manufactured.

VAN KEULEN & WINCHESTER LUMBER CO. Grand Rapids, Mich.

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Car 5," Qtd White Cak, common & better Also car wide 1 20" sliced Qtd Oak Vencer. Both bargains.

H. C. HOSSAFOUS, Dayton, O.

#### FOR SALE-BEECH.

50 M ft. 4/4" No. 2 Common & Better Boot. 100 M It 5 S" No. 2 Common & Better Beech Very fine stock.

DUBLIMMETER BROTHERS Concinnate, O.

#### **DIMENSION STOCK WANTED**

#### WANTED-DRY OAK SQUARES.

4 car 13gx13gx26 28 cod 10" mostly 26" car 11/x11/x30". 1 car 15,x15,x18" SICKLESTEEL LUMBLE (O) Detroit, Much

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1"x1". Must be clear and straight. If you have any to offer write us. Will take them dry or green. THE COLUMBIA MFG. CO.,

New Philadelphia, Ohio

#### WANTED

Willow lumber and squares. squares. 5 8 beech.

LEOPOLD DESK CO .. Burlington, Iowa.

#### WANTED

DIMENSION OAK Plain and Quartered

Various sizes for chair and table factories. Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street. New York.

#### DIMENSION STOCK FOR SALE

#### MAPLE AND BIRCH FOR SALE.

1 car Maple and Birch, dry sound hearts, cut A. W. ZENISEK, Bowler, Wis. Cx4-4' long.

#### WAGON STOCK FOR SALE

#### FOR SALE-MAPLE AXLES.

1 car well mar ofactured No. 1, cut 4"x5"x6" and  $4^{4}_{2}"\chi 5^{4}_{2}"\chi 6'$ 

E. E. GILBERT, Smithville, O.

#### TIMBER LANDS FOR SALE

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

#### BUSINESS OPPORTUNITIES

BUSINESS OPPORTUNITY

Wanted partner and additional region to take active interest in going sow concern, well feasible of in Control Wisconsin baying to a ran tours and so use chery concentration takes an lumber in, and the product out. No better location in the state. Exceptional opportunity. Address "BOX 125," care Handwood Record.

#### WANTED

1. represe. Southern Wiles self-effected as well an charge representation of a second drawing account basis. Would want exclusive on everything shipped into this territory. To be handled in connection with Northern Hard words established consuming trade of a most effect need a JOHN S. Worth Vot 63. Metropolitan Bidge, Chicago, Ill.

#### LUMBER WANTED

WANTED TO BUY

Three cars 2x2x18" White Oak Squares DUHLMEHER BROS, Cincinnati Oldo

#### WANTED TO BUY.

: cars 4 4" No. 1 common Tupelo Quote best price f. o. b. Cairo, Ill. DUHLMEIER BROS., Cincinnata, Obje-

#### MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily sold if advertised in the Wanted and For Sale section of Handwoon Envant. If you have a large stock you want to sell try s few lines in this department and see what a lot of inquiries they will bring you

#### WANTED-HARDWOOD LUMBERMEN-

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special riplicate tally ticket supplied, printed on water proof paper with carbon backs makes tallies unalierable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns.

HARDWOOD RECORD,

537 So. Dearborn St., Chicago.

#### LUMBER WANTED

Quote delivered Philadelphia, Pa., on 2 cars 8 4 sound wormy & 2 Com. Chestnut 1 car 4 4 sound wormy & 2 Com. Chestnut 1 car 6 4 No. 2 Common Poplar. 3 cars 4 4 Box White Pine.

Shippers to invoice direct. Name prices on any stock you desire to move.

CHARLES C. CROSS, Philadelphia, Pa.

#### WANTED TO BUY

About 50 cars No. 1 Oak Wagon Tongues and Reaches. Quote price and quantity you can supply. Prices F. O. B. Winnipeg, Man., Canada.

Box 95, Hardwood Record

# GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4½x8½ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durabilitycovenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910, Triplicate Tally Tickets patented.



#### PRICE LIST

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns,

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

## CHICAGO

## E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

# Factory Lumber GRAY'S HARBOR SPRUCE SOFT YELLOW FIR

CRAY'S HARBOR SPRUCE
SOFT YELLOW FIR
WESTERN SOFT PINE
DIRECT MILL REPRESENTATION
E. B. Nettleton (HISS Finder Building)
CHICAGO

## COUNTERFEIT CHECKS

Two Piece Geometrical Barter Coin is in use, then imitation isn't

imitation isn't
possible.
Sample if you
ask for it.
S. D. CHILDS
& CO.
Chicago
We amo make
Pime Checka.

100

## MAKE BOX SHOOKS

#### LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery. The Peter Gerlach Co., Cleveland, O.

If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

> it will pay you to find out about the Hardwood Record's

#### BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him.

Write for pamphlet—

"Selling Lumber By Mail"

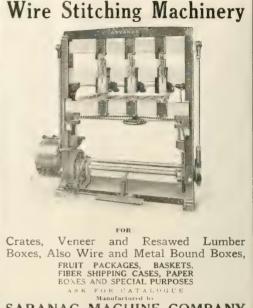
It will prove a revelation to you.

#### HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., CHICAGO







The National Dry Kiln Co.

Indianapolis, Ind.

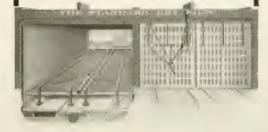


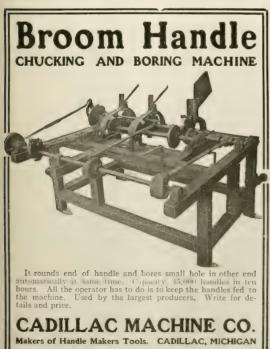


# CHEAP-

dry kilns are like other things made to sell cheap. First cost isn't the vital factor. The most economical kiln for you is the one that will dry your lumber right—at the lowest cost-per-year. The Standard Moist Air Dry Kiln is that kiln. Users will tell you so-and we will guarantee it.

If you're interested, we'd like to send you the catalog, containing list of Standard Dry Kiln users, Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis.







**Phoenix** 6 ft. Pony Band Mill

feet of 1" lumber in 10 hours and cut it good.

> Nearly 200 mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDA-TION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.

EAU CLAIRE

WISCONSIN

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak. We make no two-ply stock, and do not employ sliced out

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

# Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

Wausau, Wis.

# For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

# VENEERS AND PANELS

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer

# PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

CIRCASSIAN

MAHOGANY

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS. MICH.

# B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

## VENEERS

Cut right; dried right; prices right HUMBOLDT. -TENNESSEE

# READY TO LAY

Dimension Stock cut to your sizes in 1/20 Sliced Quartered Oak and Mahogany

#### MATCHED, JOINTED AND TAPED

We also manufacture a full line of highgrade, rotary-cut veneers, making a specialty of exceptionally fine poplar.

ADAMS & RAYMOND VENEER COMPANY Established 1869 Indianapolis, Ind.

# HB) OAK VENEERS (H

Sliced and Sawed Quartered and Plain White and Red Oak

> Cherry Walnut AshMaple Also Band Sawn Lumber in These Woods

## Hoffman Brothers Company FORT WAYNE, IND.

# Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN. MICHIGAN, ILLINOIS, INDIANA. OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

# The Central Veneer Go.

Huminaton, West Virginis

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# "Ideal"

Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER-ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company

WELLS, MICHIGAN

# "Chief Brand" Maple and Beech Flooring

in \$\frac{3}{5}\$, \$\frac{5}{3}\$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING. MICHIGAN

# EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We are located in the center of the Grand Traverse Bay Region — famous for the quality of its Hardwoods

Capacity 20,000,000 feet annually

WRITE US FOR PRICES

#### FORMAN'S FAMOUS OAK FLOORING

Is made in faultless fashion from the most uniform-colored and even-textured oak produced; worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Kv., sawmills.

#### Thomas Forman Company

Detroit : : : : Michigan

Von Platen Lumber Co.

Iron Mountain, Michigan

MANUFACTURERS OF

#### BIRCH BASSWOOD ELM MAPLE

150 M ft, 6 4 No, 2 Com, & Better Maple, 200 M ft, 8 4 No, 2 Com, & Better Maple, 30 M ft, 12 4 No, 2 Com, & Better Maple, 12 M ft, 4x4 Hard Maple,

50 M ft. 6 4 No. 3 Common Basswood. 100 M ft. 8 4 No. 3 Common Maple. 100 M ft. 12 4 No. 3 Com, Maple.

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M.

W E have n hand at our Ironwood, Mich., mill a fair sized stock of 4 4 & thicker Birch. Maple and Basswood in shipping condition. We have commenced cutting on Fifteen Million Feet of choice Hardwood Logs, of which the majority of the small logs are taken out for mining timber, and all hearts are cut into squares, leaving a very choice grade and wide stock. We will appreciate inquiries for special stock to be cut now for next summer's shipment.

Scott & Howe Lumber Co. WISCONSIN, Medford Lumber Co.



# BUFFALO

The Foremost Hardwood Market of the East

# G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street,

BUFFALO

# T. SULLIVAN & CO.

SPECIALTIES:

## Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET

#### ANTHONY MILLER

## HARDWOODS OF ALL KINDS

893 EAGLE STREET

## Hugh McLean Lumber Co.

OUR SPECIALTY

QUARTERED WHITE OAK

940 ELK STREET

#### ORSON E. YEAGER

SPECIALTIES

# Oak, Ash and Poplar

932 ELK STREET

Standard Hardwood Lumber Co.

## OAK, ASH and CHESTNUT

1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.





Vansant, Kitchen & 5-8 and 4-4

Manufacturers Old-Fashioned

**Poplar** 

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

in Wide Stock, Specialty

Little River Lumber Company TOWNSEND, TENN.

W E are now cutting Hardwoods and Hemlock out of big smooth clean prime logs and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We have now a couple of cars of 6 4 x 10" and wider good tough No. 1 Common & Better Smoky Mountain Ash, mostly better than No. 1 Common and runs up to 24" wide and is ready for prompt shipment. Also Clear Hemlock in all widths and Hemlock in all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

Five Million Feet of manufactured Rotary Cut Stock in Poplar, Oak, Pine, Ash, Chestnut, Walnut, Etc.

Standard thicknesses—desirable sizes. This stock on hand for Immediate Shipment

Send Us Your Inquiries

CHICAGO VENEER COMPANY

General Offices

DANVILLE, KY.

YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR QUARTERED OAK PLAIN OAK CHESTNUT BASSWOOD

White Oak Flooring

SPECIALTY QUARTER SAWED

# FIFW RECEI

Nineteenth Year, Semi-Monthly.

CHICAGO, FEBRUARY 10, 1914

| Subscription \$2. | Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

# Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties Cyp

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson McIlvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

# Lumber on Sticks Jan. 1st, 1914

QUARTERED WHITE OAK		
5-8" No. 2 Common 1,629 3-4" Is & 2s 10,110 5-4" Common 16,160 5-4" Common 16,160 1-4" Is & 2s, 10" & up 25,390 1-4" Is & 2s, 6 to 9" 155,390 1-4" No. 1 Common 101,130		Peet
5-8" No. 2 Common 1.620	3-1" 1s & 2s	69,170
3-4 ' Is A: 2s 10.110	3-1" No. 1 Common	9,500
3-1' Common 16.160	1-1' v 13 to 12 Box Bds	20, 130
4-4 1s & 2s, 10" & no	3-1" No. 1 Common 1-1' \ 13 to 17 Box Bds 4-4" Is & 2s.	89,340
1-4" Is & 2s, 6 to 9" 155,390	1-1' No. 1 Common	51,380
1-4" No. 1 Common . 104,150	4-4" Is & 2s. 1-1" No. 1 Common 4-4" No. 2 Common	1.1,995
4-4" No. 2 Common . 1,980 5-4" Common & Better 24,174 1-4" Clear Strips 21g to 31g" 21,145	RED GUM	
1-4" Clear Strips 21 . to 31 ." 21,145	- 10// 1 A 10	10.910
1-4" Clear Strips 4 to 51 2" 47,220 4-4" Com. Strips 2½ to 3½" 27,405	5-8" 15 & 25 . 1-4" 15 & 25 1-4" No. 1 Common	96 969
1-4" Com. Strips 21/2 to 31/4" 27,405	1-1 15 8 25	121 900
	1-1. No. 1 Common	1 4 1
QUARTERED RED OAK	QUARTERED RED GUN	
1-4 1s & 2s 91,655		31,090
1-4" No. 1 Common 51,119	1.1° No. 1 Commen	29.719
4-4" No. ? Common 6,881	5-1" Is A %	21.890
	5.4" No. 1 Common	5.472
PLAIN WHITE OAK	I I" Com. & Bet. Mottled	17,560
4-1" 4s & 2s 101,900 1-4" No. 1 Common 113,500 4-1" No. 2 Common 15,600	COTTONWOOD	
1-1" No. 2 Common 15,600	4-1' x 8 to 12' Pox Bds	38.850
	1-1 x 13 to 13" Box Bds	1,39,850
PLAIN RED OAK	1-1 × 13 to 17" Box Bds 1-1 × 6 to 12" Is & 2s	54,165
LAIN KED OAK	4-4" Lt & Wider	9,310
3-1" 1s & 2s	1-4" No. 1 Common	88,725
3-4 No. 1 Common 25,100	4-4" No. 2 Common	15,860
3-4" No. ? Common 10,000	1-1" 13 & Wider 1-4" No. 1 Common 4-1" No. 2 Common 1-4" No. 3 Common	14,520
1-1 15 & 25 151,090		
1-4 No. 1 Common . 211,750	MISCELLANEOUS	
1-1" IS & 28 151,090 4-4" No. 1 Common 211,756 1-1" No. 2 Common 69,965 5-1" x 11" & up Step Plank 9,705	5-8" Com. & Bet. Poplar	3,850
5-4" x 11" & up Step Plank 9,705 5-4" x & 2s	4-4" Log Kun Sycamore	6,780
5-4" No. 1 Common 21 111	4-4" Log Run Maple	8,760
6-4" x 11" & no Step Plank 24,789	4-1' Log Run Lim	19,620
6-4 15 A 25 56,340	3" Log Run Elm	55,530
6-4" No. 1 Common. 5,700	3' Log Run Hickory	2,700
6-4" No. 2 Common. 2,500	1-1" Sound Wormy Oak	15,330

The larger portion of the above stock is now in good dry shipping condition, and we shall be pleased to have your inquiries.

Memphis Band Mill Co.

Memphis, Tennessee



# ANOTHER



We give, as follows, list of a few items we are desirous of moving promptly. Stock is in bone dry shipping condition.

75,000' 4/4 Sel. End Dried Winter Cut White Maple 20,000' 8/4 No. 1 Com. & Btr. Unselected Maple

14,000' 4/4 Log Run Michigan White Oak

46,000' 6 '4 Log Run Soft Maple

200.000' 4/4 Log Run Beech.

50,000 6 4 Log Run Beech

50,000' 8, 4 Log Run Beech

#### CRATING LUMBER

175,000' 4.4 Mixed Widths and Lengths White Pine Crating

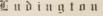
200,000' 1x4" White Pine Crating

200,000' 4 4 Mixed Widths and Lengths No. 2 and No. 3 Common Basswood

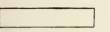
Romamber, we perform whatever mill work you repute The 8.1 Mayle mentioned above runs 85% (sts and 2nds,



# Cartier - Holland Lumber Company



Michigan



# MICHIGAN



# BASSWOOD

We Offer for Prompt Shipment

1 x 4	Clear Strips
1 x 6	1's and 2's
$1 \times 6$	to 11" 1's and 2's 75 $M$
1 x 3	No. 1 Common
1 x 4	No. 1 Common
1 x 5	No. 1 Common 40 M
1 x 6	No. 1 Common 90 M

Jan. 2, 1914

# COBBS & MITCHELL, Inc.

Sales Department

CADILLAC

MICH.

# Mitchell Brothers Co.

Dry Stock List

## MICHIGAN HARDWOODS

Cadillac, Mich.

Jan. 2, 1914

$1 \times 1$	Bassa est. Clear	Λ.
150	& un Bisswood, No. I Common 34	M
1 1	Birch, 18 & 28, Red	M
4/4	Cadillac Gray Elm 1s & 2s100	M
4/4	Cadillac Gray Elm, No. 1 Common100	M
1 4	Cadillac Gray Elm, No. 2 Common160	M
4/4	Soft Maple, No. 3 Com 9	M
4/4	White Maple, end dried (clear) 10	M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

# W. D. YOUNG & CO.

MANUFACTURERS

# FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

## Hard Maple, Beech and Birch Lumber

28

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY,

\*\*

MICHICAN

THE

# Kneeland-Bigelow Company

# Hardwood Manufacturers

100,000 ft. 5/4 No. 2 Common & Better Beech

150,000 ft. 6/4 No. 2 Common & Better Beech

50,000 ft. 5/4 1sts & 2nds Basswood

12,000 ft. 10/4 No. 1 Common & Better Basswood

60,000 ft. 4 4 No. 3 Common Maple

50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.





OUR DOUBLE BAND MILL-HUTTIG, ARK.

## Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering. Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. CHICAGO

#### Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.



## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "inequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced temands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

# The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW MICH.

# FLANNER-STEGER LAND & LUMBER CO.

WANTED-TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD 4 CARS 3" ROCK ELM BRIDGE PLANK 800,000 FEET NO. 3 HEMLOCK 100,000 FEET 4/4 BOX COMMON BIRCH

SEND US YOUR INQUIRIES

MILLS: BLACKWELL, WISCONSIN GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

# CHICAGO

### VENEER

FORFIGN-

MAHOGANY, Mexican, Honduras, East India, Cuban,

ENGLISH BROWN OAK CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white. GUM, figured and plain. MAPLE, bird's-eye and plain. POPLAR, BIRCH, ELM.

BASSWOOD, YEL, PINE For faces, centers, backs, crossLUMBER

MAHOGANY. CIRCASSIAN WALNUT. AM. (Black) WALNUT. RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

## WE HAVE

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM,
MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED
HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Manufacturers

**Jobbers** Importers

**Everything in Veneer** 

American Walnut **Grotch Wood** Mahogany

Circassian

R. S. Bacon Veneer Company 213-17 North Ann St.

# Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building, . . CHICAGO

'PHONE HARRISON 1984

# PAYNER

ALL WOODS SEND FOR STOCK LIST

MAHOCANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

SAVE YOUR MONEY BY USING THE

# OK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meet-

ing obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is eyen to you. Write for terms.

# Lumbermen's Credit Assn., ESTABLISHED

e. Dearborn St.

Mention This Paper.

116 Nassau Street NEW YORK CITY

#### CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

# VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

# QUARTERED WHITE OAK

**OUR SPECIALTY** 

MANUFACTURERS OF

## QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER,

C. C. CANNON,

J. M. LOGAN Gen'l Manager

Gen'l Manager
C. B. SWANN,
Sec'y and Treas.

## J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:

Brank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock: WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

# Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods
OAK OUR SPECIALTY

## "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

## IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO



## DON'T WORRY

If your stock is not soft in texture, even colored and well manufactured, you can get stock that is

# The Mobray & Robinson Company

Manufacturers of Plain and Quartered Oak and Poplar

MILLS Quaksand, Ky.

Quo ksand, Ky. Viper, Ky. West Irvine, Ky.

MAIN OFFICE CINCINNATI, OHIO YARDS Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

# RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

# BENNETT & WITTE 224 West Fourth St. CINCINNATI, O.

W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'y & Treas.

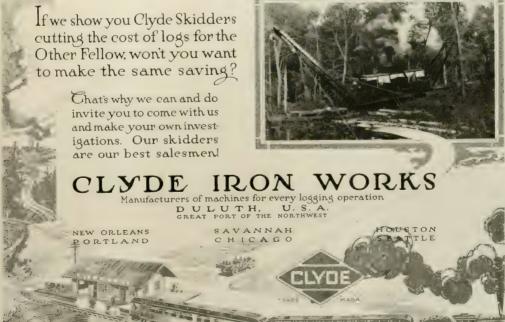
# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times. Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES



## TEARNO GOOD SERVICE GRADES LUDINGTON @ HARDWOOD SPECIALISTS

## There Is a Reason

Why discriminating consumers insist on getting

#### STEARNS GUALITY End Dried White Hard Rock Maple

If you are interested let us tell you why. We can give you the benefit of knowledge acquired by years of study and research.



END DRVING LUMBER SCIENTIFICALLY

#### DRY STOCK ON HAND:

80M 4/4 FAS

28M 5/4 FAS

65M 6/4 FAS

56M 8/4 FAS

72M 4/4 No. 1 Com.

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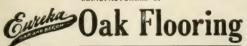
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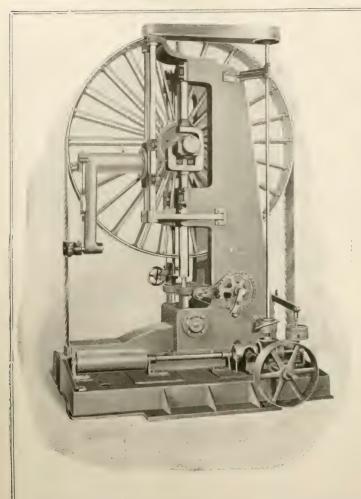


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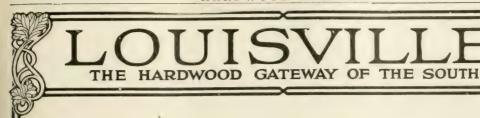
that it does not overhang the foundation but extends completely around the mill. By means of the construction of the column the upper wheel runs in the center of the mill and is supported both above and below the mandrel. The bearings are long and are chain oiling.

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WITH THE TRADE .... HARDWOOD NEWS

HARDWOOD MARKET

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# aphwood Recoi

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

Henry H. Gibson, Editor and Manager Edwin W. Meeker Associate Editors Hu Maxwell

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CHICAGO, FEBRUARY 10, 1914

No. 8



### Review and Outlook



#### General Market Conditions

ONSIDERING THE COUNTRY AS A WHOLE, a continually strengthening note of optimism has been apparent in hardwood circles in the last two weeks. From everywhere reports are emanating which indicate greater activity of inquiry, larger individual sales and a real strengthening in values. This can be ascribed only to a more favorable condition of trade among purchasers of hardwood stocks generally and a more apparent confidence in the business future of the country during the coming year. As is usually the case when any transition of trade is taking place, reports are rather mixed and even from the same territories are divergent,-that is, as one prominent Philadelphian expresses it, some fellows are still blowing out the candle just to see if it is dark,-but as a general thing the usual desire seems to be to throw on the electric current and make it even brighter.

All lines of trade are evidently feeling a substantial strengthening in business. Favorable reports of railroad purchases are not at all uncommon, which condition is probably partly due to considerable confidence in the outcome of the freight rate agitation and also in the condition of freight movement in general. With the easing up of the money situation, building operations have taken on a different aspect and the call from this class of the consuming trade is much more satisfactory than it has been. This applies to general building construction material as well as to finish and woods which go into other more advanced phases of building construction. The furniture people took a favorable view of recent furniture expositions, although they stated they were not overwhelmed with orders. They are, however, favorably impressed with the possibility of business during the next few months. The implement people are feeling a good demand as is usually the case at this time of the year and are buying nicely. The box trade is holding up in excellent shape and is responsible for a certain strengthening in certain grades of hardwoods.

A feature of the business which is probably not as it should be is the actual delivery of oak. It is reported that orders for this class of stock are plentiful, but that in many instances deliveries are being delayed without apparent reason, that the territory in which this is most evident, however, is rather restricted and it is not anticipated that it will have any general effect on the market. As a result there has been some little tendency to shade oak prices on the part of concerns whose sales are principally in the territory affected. On a general basis, however, oak is not available in unduly large quantities and its price is holding firm in quartered and plain.

In red gum nothing of particular importance is noted as this wood continues to go along on about the same plane as it has been moving.

Saps, however, are in stronger demand, particularly in the box grades, GAR as is cottonwood in the same grades, the box manufacturers having been taking large quantities of these woods. Furniture men are also using considerable sap gum, which is helping the situation materially.

As a general thing it is probably a fact that the northern woods are in a little better position than the southern woods, although it cannot be said that either class of material is not doing nicely. It will probably be a fact that in Wisconsin the input of logs will be about twenty-five per cent below normal; the prediction of which condition is already having its effect upon the general market. Some substantial sales have already been made in northern woods at very favorable prices, particularly favorable as compared to last year's values.

No distinct developments can be seen in the export market, which continues in a rather unfavorable light, particularly from southern ports. Eastern exporters are probably a little more favorable in their expressions of the foreign situation than are southern exporters. They seem to see real evidence of the probability of a better condition of freight rates for foreign shipments, which will enable American lumbermen to compete more successfully with foreign woods of certain character. It is reported in some cases that stocks abroad are fairly well cleaned out and the resulting condition would naturally be favorable to American shippers. Apparently there is nothing in the situation which can prevent a really good trade during the year 1914, with prospect of good business conditions generally, with stocks at the mills in good shape or, where they are rather long, in strong hands with consumers' stocks and yard stocks in short condition on an average. Of course it is impossible to foretell all developments in the future, but it is significant that some of the most sagacious and successful wholesalers are purchasing considerable quantities of lumber to take care of the anticipated year's trade. This should serve as a pretty fair indication of what business will be during the next eleven months.

#### Eagle Creek Valley

THE FRONT COVER ILLUSTRATION of this issue represents a forest scene in Eagle Creek Valley, western North Carolina. The stream here shown flows into the Little Tennessee river at Fontana. The valley has a length of fifteen miles and a breadth of ten, and is heavily timbered with hardwoods with a scattered growth of needleleaf trees. The most important of the hardwoods are yellow poplar, oak, chestnut, and white ash. The even and splendid stand of these trees has elicited admiration from all who have visited the region. Practically the entire valley or basin of Eagle creek is owned by the Montvale Lumber Company, which

is allied with the R. E. Wood Lumber Company of Baltimore, Md. The laurel occupies its usual place as the fringe along the brawling brook, where it is an ornament and a nuisance at the same time. It is ornamental in the highest degree during the few days when it is in full bloom, and in a less degree the rest of the year. It becomes a disagreeable encumbrance for persons who attempt to follow the banks of the brooks where it grows. The tangled masses are well-nigh impenetrable until the axmen and path-makers have gone ahead. The experienced woodsman who is under the necessity of following a stream like that in the picture, prefers the boulders and the water to the pathless banks covered with tangled rhododendron. It is easier to wade the water of the brook than crawl over or under the laurel on the banks. Such boulders are usually covered with green algæ, as slippery as grease, and the man who follows the brook's bed must be quick and careful if he does not get enough dippings at the base of boulders to make him a "hardshell Baptist" before the

Those who posses creative fancy can exercise it on this exquisite picture. They can people the woods back from the rivulet, if they like; or they can busy their imaginations with the two woods men who have, apparently, flung themselves on the bank to rest after a long wade in the water or a wearisome scramble through the laurel on the margin. One of them probably thinks he sees an easier way and is pointing in the direction; but the disconsolate attitude of the other indicates that he has his doubts. Or, if some other interpretation seems more reasonable, explain the situation in some other way. The forest scenes among the southern mountains are so rich in suggestions that the man has a poor imagination who can not evolve an interpretation to suit whatever mood he happens to be in.

#### An Evolution in Logging

THERE IS MORE TO BE SEEN in the active interest which is being manifested in the improvement and establishment of uniformity in logging operations in different parts of the country than the mere desire on the part of logging superintendents to make better records for themselves. Of course, that desire is the main inspiration of this getting together, but if the ideas as suggested are carried out and the proposed saving effected the cause of conservation will unquestionably be advanced materially.

It may be a broad step from the housing of lumber jacks or the more satisfactorily filling their inner cavities with substantial food on the one hand to the big question of conservation on the other: but nevertheless the close consideration of the various factors which enter into the modern logging operation for the purpose of reducing the general cost of getting logs to the mills will mean saving so much to the operator, and hence enabling him to work up his poor timber more closely than he could if he were paying more for this work. The effort is unquestionably justified from the mere point of view of economy, but it is doubly justified when the consideration is borne in mind. That the agitation is not merely transitory is certainly evidenced by the manner in which the various conventions during the last few months have taken hold of the subject. The manufacturers' association meeting at Memphis a couple of weeks ago definitely endorsed the idea, while the Northern Hemlock and Hardwood Manufacturers' Association, through its logging committee, has worked out a very valuable formula which will unquestionably do a great deal toward unifying methods and cutting log ging costs. The frequent gatherings of logging superintendents will go a long way toward working this proposition out to a satisfactory basis and it is sincerely to be hoped that due progress will be made.

#### Famous Forest School Closes

THE BILTMORE FOREST SCHOOL has closed its doors forever. At any rate, that seems at present to be the situation. Dr. C. A. Schenck, the founder and head of the school, announced from Darmstadt, Germany, under date of January 1, 1914, that he will not continue the school, nor return to America, except oc-

casionally as a visitor. The announcement was accompanied by his reasons for the step he has taken. His chief reason is that the school has not lately been a financial success. The number of students has been too small to pay the expenses of the school. The latest enrollment was only twenty, while there is no profit in an enrollment of less than forty.

Dr. Schenck's conclusion may be accepted on that point, but many will not agree with him in his second reason for the discouragement which he feels. He expresses disappointment with the success which his graduates have achieved. He either expected too much, or he has not kept track of those who have gone into the business world from his school. They have won their way in competition with forestry students from eighty-three other schools of this country, and they fill places in many lines of work, and do it with credit and honor.

Dr. Schenck, for his own encouragement, should recall Plato's decision when he was tempted to quit his school. He had only one pupil, and after looking along the empty benches—out of doors in the rain—he said: "As long as I have one pupil, I will go on." That lone pupil was Aristotle. Dr. Schenck may not have turned out any Aristotles from his school, but he may be sure that what he has done has been worth his effort, though his highest ambition may not have been realized.

He opened at Biltmore, N. C., the first forest school in the United States. He worked along lines different from other forest schools. Most of his work was done in the woods, in logging camps, and at sawmills. He aimed at the practical rather than the theoretical, or in his own words, he was not "preaching conservation, second growth, and theory." His ambition, quoting his words, was to have a "training school for the sous of every lumberman and every timber owner in the country. It was to be; it has not been."

During recent years he has spent part of his time with his students in the German forests, where European methods were studied, and part of the time in the woods of North Carolina, Michigan, and Oregon, where up-to-date lumbering practices were studied. The large amount of traveling made the school necessarily rather expensive for the students; but it was worth all it cost.

The probability is that the Biltmore school will not be taken up by any one else. It will occupy its place in the history of forestry in this country. It was a pioneer and blazed the trails. The presence of eighty-three other schools in the United States, in which more or less forestry is taught, is proof that the days of pioneering are past.

#### Spurious Mahogany

GENUINE MAHOGANY is probably the most useful of all cabinet woods. It is famous for its perfect seasoning, for the precise manner in which it stands after being placed in a finished piece of cabinet work, its gorgeous polish and the tone imparted to it with age. The supply is abundant and the price reasonable.

The extensive use of this most popular wood causes as a natural result the importation of other woods that do not possess the qualities of the true mahogany but which the importer hopes will by reason of somewhat similar appearance sell as a substitute for mahogany at a lower price. The entire trade suffers from this and it militates against genuine mahogany as the buyer of goods manufactured from such substitutes is usually under the impression that he is buying the genuine species and is eventually dissatisfied with the substitute, mahogany itself bearing the brunt of this criticism rather than this method of doing business, which is the real cause.

The importers of foreign woods and the good cabinet-makers of the country know that the best grades of mahogany, particularly for use by manufacturers of furniture, are derived from timber growing on the mainland from the province of Tabasco, Mexico, British Honduras, Nicaragua and Guatemala. There is also some fine mahogany found on the west coast of Africa, but of the "fifty-seven varieties" shipped from there as mahogany only two or three are genuine. At the present time considerable so-called Philippine mahogany is being

imported but while there are useful woods in the Philippines, no species of mahogany grows on the islands and it would seem that if manufacturers desire a substitute it would be just as feasible to utilize some of our native woods such as birch and gum, and stain them to imitate the genuine mahogany. This would result in a considerable saving over the utilization of the so-called Philippine mahogany. The reputable merchants in this line of business naturally, being merchants, sell what people want to buy; but it can be safely said that sales of so-called substitute mahogany are never made with out the buyer being told all that the seller knows about these woods. The buyers should protect themselves against the substitution of other woods, however, and give their orders to reputable concerns or insist upon samples being submitted so that they will know what they are to get. By pursuing this course disappointment to themselves will be prevented and a certain protection to the legitimate mahogany trade will be afforded.

#### Value of Exact Information

K NOWLEDGE IS POWER, and also money. There never was a time when there was closer connection between exact information and financial gain than there is now.

The industrial development of Germany within the past fifty years furnishes proof on a large scale that scientific education pays. Nobody guesses in Germany. No business man there experiments with his capital and his time. He hires an educated

specialist to do the experimenting. It is done in the laboratory, not in the factory. Every test is made, every trial is carried through, every theory is subjected to the most searching examination by men who are experts in those particular lines, but only on a small scale, and at as little expense as is consistent with thoroughness, until certainty is reached. Then the manufacturer begins with complete knowledge of what he can do, and he takes no risks. Success is certain.

That is in Germany. The profitable work shops, from center to circumference of that

country, afford proof of the wisdom of that method. Manufacturers become rich by utilizing what in America would be thrown away as waste, and all because experts have shown how to do it.

Most lines of manufacture in America are a long way from that degree of perfection. Too many take chances on a guess. That rule is not universal, but it prevails. Some of the largest oil companies and manufacturers of steel follow the German method, and know what they can do before they attempt to do it; and there are many others who employ thoroughly trained experts to test every process before it is undertaken on a large scale; but too many do not do so.

The lumber business, taken for the whole country, and in all departments from forest to factory, is probably in as much need of scientific investigation as any other great business in the land. One needs only to read the proceedings of lumber association meetings to be convinced that exact information is woefully lacking in many departments. Take a late convention of loggers, for example. One of the speakers had carried on investigations which showed that many logging operations are run without any definite information as to cost of the various steps in the process. Each follows a system of his own, which often is no system at all.

Another department which, according to reports of investigators, is based mostly on guesswork in many instances, is lumber camp economics, chief of which is the feeding and housing of the men and horses. Waste, inefficiency, and generally poor management could often be avoided by following the advice of an expert whose

special business it is to work out the various problems. The chief value of such service is due to the fact that details can be studied which would be out of the question for a general superintendent who has scores of other things to look after.

Another expensive guess, connected with milling operations, concerns the piling of lumber in the yard. This is only a detail, but it is worth looking into. Too often almost anything goes. The lumber piles may be so close together that free circulation of air between them is hindered; the boards in the pile may be placed jam up, edge to edge, so that air has no vertical movement; the sticks may be too wide, thus unnecessarily covering much surface and thereby delaying the drying; and other things are wrongly done or left undone. Too many things are consigned to chance, where a due amount of precise information would eliminate expense and other undesirable results.

These are only instances of savings that might be secured, and where better work would result from better information. There are many others. In fact, they exist, or may be expected, everywhere along the road from the forest to and through the factory.

Some men think they know so much that the advice of a specialist is ignored. They are like a certain Pennsylvania oil operator who boasted that no expert could tell him anything. "The drill is my expert," was his favorite answer. "When it finds oil, I know the oil is there, and not till then." He drilled an \$8,000 hole at a guess, struck it dry, pulled his tools, and aban-

doned his lease. A geologist measured the dip of the region's strata, and figured that the drill had stopped within thirty feet of the oil sand. Acting on this expert's advice, another company put down a drill in the old hole and by boring twentytwo feet further struck a gusher.

That was an extreme case, perhaps, and was somewhat unusual; but it is an illustration of expensive guessing where precise information was within reach. Too many try experiments which never take them anywhere. They begin at a guess, and end in failure. Lumbermen ought to get away from

guess, and end in failure. Lumbermen ought to get away from the guessing game as speedily as possible; quit making expensive experiments; and get in the habit of trying out on a small scale before risking too much on a venture. Many have turned their backs upon the old way, let it be said to the credit of their business insight; but many go on guessing and experimenting on a scale entirely too large—go on feeding their camp men too much or too little; doing the same with their horses; logging at haphazard; piling lumber badly; roasting or case-hardening in kilns; and wasting valuable resources without knowing it. The advice of a specialist

# Established 1838 Ichabod T. Thilliams & Son NEW YORK Eleventh Ave., Cor. 25th Street January 2nd, 1914. 537 South Dearborn Street, Chicago, Ill. Dear Sirs:—We have your letter of 30th uit. We are well pleased with HARDWOOD RECORD and sign with pleasure our renewal for the year 1914. Reciprocating your kind wishes for the New Year, we remain

Yours very truly,
I. T. WILLIAMS & SONS,
By Thomas Williams.

UNSOLICITED TESTIMONIAL

#### Edison's Doubtful Prophecy

is often the best-paying investment that can be made.

ON MATTERS CONNECTED WITH ELECTRICITY no one questions that Thomas A. Edison is high authority; but when the matter under discussion is wooden furniture, the value of his opinion as an expert is doubtful. He was recently quoted as saying that an absolute law is operating to substitute steel for wood in the making of furniture. He proceeds to explain that this law is the increasing cost of wood, and soon all furniture will be made of steel, since the steel required for a given piece of furniture costs only one-fifth as much as the wood will cost for the same piece. The next generation, he says, will not know what wooden furniture is.

It is easy to pick flaws with his conclusions, because they are not founded on facts. Unless steel shall be much cheaper in the next generation than it now is, or wood very much more expen-

sive than at present, Mr. Edison's figures are wild on the subject of mere cost. Good seasoned oak can now be bought for considerably less than two cents a pound, and weight for weight, steel now costs more when manufactured in shape for furniture making. Of course, steel may be rolled into sheets of any desired thinness, but cannot wood be cut into veneers as thin? In either case, there must be some sort of backing or braces to hold the sheets in place and give the piece of furniture the necessary rigidity. In case of wooden furniture this backing is made of chap woods, while only the outer part is of expensive material. The interior braces required in metal furniture must add considerable weight, and consequently, add to the cost. It must be admitted that if a purchaser insists on pricing high-grade wooden furniture, and is satisfied with any sort of sheet metal substitute, the cost of the latter may be less than of the former; but if both kinds are to be high class, there is considerable doubt as to the higher cost of wooden furniture.

Mr. Edison depends upon "the increasing cost of wood" to bring his prophecy true. Wood will disappoint him. It will advance in cost as years go by, but not to the extent he seems to believe. The advance in cost will be partly or wholly offset by closer utilization and better methods of manufacture, so that a

given quantity of wood will go farther.

It is unsafe to put too much dependence in the predicted advance in cost of wood while taking for granted that steel will not advance also. Geologists have pointed out many a time that the easily-worked iron mines are not exhaustless. There are vast deposists of low grade ores, but improved methods of mining and reducing these must be waited for, or the price of iron will go up. Many people are exceedingly liberal with their prediction of wood's greater cost in the future, but they seem to forget that metals are likely to share in the advancing cost.

Mahogany, which is a widely used furniture wood, was about as expensive in this country 175 years ago as it is now.

Cost is only one of the things to consider in prophesying concerning the future use of wood in furniture making. Rest an hour some summer day on an iron bench in a park, and then try a wooden bench. The difference in favor of wood is so noticeable that iron benches are vacant and wooden benches all occupied, when both are alike convenient, and there are not enough people to fill all. Wood will have to go pretty high before iron chairs will find room in any civilized man's home. The same may be said of bureaus, dressers, tables, and many other articles of furniture. Wood is more comfortable wherever it is subjected to touch or contact; it is more handsome; more durable. Knocks which would scarcely mar a wooden cabinet would dent and damage one of sheet metal and make it unsightly ever after.

#### A New Light on the Rates Petition

THE PETITION OF FIFTY-TWO EASTERN RAIROADS that they be permitted to advance rates has met with new complications recently. An inquiry has been under way for some time, but its purpose was to find out whether the railroads are receiving enough revenue to meet expenses and provide a reasonable profit. The railroads contended that they were not, and they asked for permission to increase their rates in order to raise more revenue. The evidence submitted seemed, on its face, to substantiate the claims made by the roads.

Just as the necessity for more revenue appeared about to be proved, the Interstate Commerce Commission struck a new track. It was found that the railroads are not making the most of their present rates. They are performing too much free service where they have a right to make charges. They have done this for large shippers who are amply able to pay for the service. It may not be strictly correct to call these free services rebates, but they are in effect the same thing.

"No well informed persons," said Commissioner Harlan in a recent announcement, "(an doubt that the discontinuance of these free services would save the carriers millions of dollars of expense annually, nor can any well informed person doubt that if such

service should be measured in relation to its cost and its value and the general conditions surrounding it, and should then be made to contribute on a reasonable basis to the revenues of the carriers performing it the income of the carriers would be increased by many million dollars a year."

The commission has taken the stand that before the railroads can with justice ask for a general increase in rates they must first collect all the revenue possible under their present rates. In other words, they must not ask the public to pay more in order that free service to a few favored shippers may continue.

It is said that a discontinuance of such free service will save the railroads not less than \$15,000,000 a year. When that sum has been added to the revenues of the roads, it will then be time to ask the Interstate Commerce Commission for authority to increase the rates in order to make good any deficiency of revenue which can then be shown to exist. There will now be supplementary hearings to determine reasonable charges for such free service.

The trend of the investigation thus far has made it plain that the people generally are willing that the railroads should have rates high enough to produce fair returns on their investments; but, at the same time, the public has a right to insist that all shippers be treated alike. It is manifestly unfair to raise rates for the majority that special privileges be granted to a few.

#### A Worthy Effort

HARDWOOD RECORD IS IN RECEIPT of a communication and circular from a prominent hardwood manufacturing concern of Memphis in the interests of the Ransdell-Humphreys bill. It is very apparent that those situated or having interests in the vast Mississippi Delta country are doing everything within their power to stir up interest in this levee measure to secure its passage.

Disregarding entirely facts and figures regarding the importance of the project,-as the importance of some means of controlling the floods in this territory is pretty generally conceded,-it seems apparent on the face of it that it is possible to construct levees that would hold the river in control while it is passing through this country. It is simply a question of building these retaining walls of sufficient height and strength to overtop the water at its highest peak and to withstand the pressure at its greatest. That the plan is feasible is vouched for by the army engineers. If it is feasible it is certainly the simplest way of getting at it and, regardless of the value of any other suggestions or of the feasibility of any other plans, this offers an immediate means of checking the annual ravages of the Mississippi and it certainly seems worth trying out. It is apparent that if this plan is not adopted it will be a difficult job to arrive at a satisfactory decision regarding any other plan and it will be years before the question is even decided. Therefore, as stated, it looks as though this Ransdell-Humphreys bill should go through and that the vast Mississippi delta territory and its tremendous resources should be given an opportunity of full and unhampered development. The levees have demonstrated their ability to hold in certain places where they have been adequately and properly constructed. Is it not reasonable to suppose that they can hold as the general retaining walls of the river?

#### Advertising the Lumber Industry

THAT THE WEST COAST LUMBERMEN have seized an excellent opportunity of advertising the lumber business is shown in a report from the Pacifiic Coast Shippers' Association, stating that that organization has prepared a splendid lot of educational moving pictures, having now about 2,500 feet of films showing the lumber industry as operated on the Pacific coast from the stump to the car. These pictures are now being shown at twelve of the most prominent retail lumber dealers' associations' meetings throughout the country. Lecturers have been engaged to explain the pictures at these conventions and the opinions expressed by the various audiences have been to the effect that the entertainment is splendid. It will take two months to show the pictures at all the conventions slated, and after the convention season is over copies will be made and be shown on the regular motion picture circuits.



### Pert, Pertinent and Impertinent



#### Quit Your Meanness

Put the hammer in the locker: Hide the sounding board likewise Any one can be a knocker : Any one can criticise. Cultivate a manner winning Though it hurts your face to smile And seems awkward in beginning. Be a booster for awhile.

Just for solid satisfaction Dron a kind word in the slot. And I'll warrant you'll get action On your effort on the spot. And it isn't so distressing

When the chicks come home to roost.

If you give a little boost To the man the fates are pressing

Yes, the old world would be brighter If you'd kindle friendship's flame And thus make the trouble lighter Of the man against the game, Send your grouch on a vacation, Give your grameling tones the shake,

And with grim determination Throw the Lammer in the lake,

#### THE BUSINESS SITUATION



See! There's a rift in the clouds-it's clearing up.

#### An Easy Solution

"How does the breakfast suit you, John?" inquired the young bride anxiously.
"It's just right, dearest," said her husband.

"It may be plebein, but I'm awfully fond of calves' liver for breakfast."

"So am I, dear," said the wife. "Oh, John, don't you think it would pay us to keep a calf ? Then we could have liver every morning for breakfast."

#### Ingenious

A young lady took down the receiver of the telephone one day and discovered that the line was in use.

"I just put on a pan of beans for dinner,"

she heard one woman complacently informing another.

She hung up the receiver and waited for the conversation to end. Upon returning to the telephone she found the women still talking. Three times she waited, and then at last, becoming exasperated, she broke into the conver-

"Madam, I smell your beans burning," she

A horrited scream greeted the remark, and the young lady was able to put in her call.

#### Beating the Taxi

Man (at doctor's night bell): "Doctor, how much do you charge to go to the house?"

Doctor (calling through speaking tube): Two dollars

Man: "All right; please come at once." (As they arrive in the doctor's automobile): "Here's your fee, doctor. A taxi would have cost twice

#### Wrong Gender

A class in French at a co-ed college was orally translating a story about a cow from French into English. One girl persistently called the cow "he" a number of times, until the professor stopped her short and said: "He is she, miss; we milk her in the next sentence."-Everybody's.







R R GOODMAN, GOODMAN, WIS., PRESI- J T PHILLIPS, GREEN BAY, WIS., VICE- GEORGE E. FOSTER, MELLEN, WIS., TREAS-DENT URES.



### Meeting Northern Manufacturers



The annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association took place as usual at the Hotel Pfister, Milwaukee, on Tuesday, January 27. Following the usual formal opening of the meeting, President Hamar read the following annual report:

#### Fresident's Address

I venture to say there has been more work done during the past year to arouse the lumberman, manufacturer, wholesaler and retailer through out the country to the needs of the business than any other one year period in the history of the industry. There are a large number of associations in the field. Most of them will hold meetings during these winter months, at which time they will grapple with the various problems connected with their branch of the business. To these associations we extend greetings. We wish them well and trust they will continue along in as friendly a way in the future as in the past, and we hope that the gettogether spirit that has prevailed to such a large extent during the year just ended will continue to grow and develop until the lumber associations have become one large organization working in harmony for the ultimate good of the cause. There seems to have been a recent awakening to the fundamental principle that in consolidation there is strength. Acting upon this knowledge, the National Lumber Manufacturers' Association sprang into life. Composed as it is of eleven affiliated organiza tions, it has under able management become probably the largest factor in working for the common good of the lumberman. Its officers have devoted time and energy to the problems facing them, your problems and my problems, and have in a quiet and business-like way, without any undue advertising or blast of trumpets, done the work of the organization in an efficient and able manner. When the National was first organized a number of us looked upon it as a fifth wheel. This illusion has been dispelled until at the present time most of us realize that it has its place in the field of association work. I would recommend that we continue to give it our moral and financial support.

Our own association has become, thanks to the efficient work of our secretary, a well-oiled, smoothly-running piece of machinery. During the past year the association, with a limited appropriation, has carried on a very effective advertising campaign. This advertising feature of our work we feel is beginning to bear fruit. I recommend that we continue this work and that an appropriation be made at this meeting for the coming year.

At the quarterly meeting at Eau Claire in October your officers were authorized to call a congress of logging superintendents to be held in Green Bay. This meeting was held during the early part of December and was largely attended. A number of papers pertsining to the industry were read, and much interest and discussion were aroused. I am confident that everyone who attended this meeting went away with some new thought. A committee was appointed by the chairman on welfare work in the log-ring camps. It was felt that by making camps more sanitary and attractive a better class of woodsman could be secured. A committee on a system of logging cost was also appointed. It developed that nearly every company has a different method of figuring logging costs, while a great

many have no method at all excepting by using final figures at the close of the season. The chairmen of these committees will have something to offer at this meeting. I would recommend that a logging congress for the benefit of our woods superintendents be held once a year.

The several meetings called for the lumber graders were largely attended and created considerable enthusiasm. A number of our members were somewhat skeptical as to the practicability of holding these meetings. I think, however, if they will talk with the different men who attended the meetings that they will become convinced that it was time and money well spent. The chance that it gave our graders to meet one another and the opportunity that it gave them to bronden their views were well worth while. I recommend that the bureau of grades be authorized to hold meetings of like character at least once a year.

In our zeal to log and manufacture at a minimum cost, I sometimes wonder if we give enough attention to that other part of our business known as the sales department. Anybody can sell lumber at some price, but to sell it and get the value for it requires years of training and ability. A salesman must go forth without samples and through his own personality sell his goods and get the price. The mill manager is so busy producing and trying to keep costs down so he can get an old dollar back for a new one, that he is apt to lose sight of the sales department as an avenue for increasing his revenue. He is inclined to think---"Well, we can get only so much for our lumber anyway." While we must admit we all have good men in charge of this department, still I think more attention should be given to that end of the business. It sometimes pays to back away from a proposition and get a broader view of it and what is beyond it. You may have expected too little, or gotten too little from this department. Keep your salesman keyed up to a point where the sale of lumber at a profit becomes a hobby; see that he talks and thinks lumber and that he feels he is selling the only stuff that is worth selling and worth buying.

Just now the railroads are struggling to get an advance in freight rates. believe this advance is to be five per cent, although we hear rumors that in certain instances they have discriminated against some commodities to the extent of five and even ten ner cent. I think that we should take a broad view of this subject and stand for an increase. True, there are gross discrepancies in our present tariffs, but there are those who feel that these can be adjusted satisfactorily later on. You might say that the railroads are suffering for their past sins, which is probably true, but as the prosperity of the country depends on the railroads are we not fellow sufferers? They have been compelled to increase wages of employes several times, put on safety equipment and improve rolling stock. To offset this drain they have increased the size of locomotives so as to increase the tonnage per train; but there is a limit to the size of a locomotive and a limit to the tonnage it can haul, and we have pretty nearly reached that limit. With gross earnings increasing, but with gross operating expenses increasing faster, so that net earnings are decreasing, is it any wonder that the railroads are looking for a way out? You may have your bumper crops, you may have your increase in merchandising, but you cannot have general prosperity when the railroads are not prosperous. This is especially true of the lumber and steel business, which are two of the mainstays of the country

In a short time, no one knows just when, the Pannan canal will be open for traine. What effect this is going to have on the lumber business is problematical. Far-sighted wholesafers on the Atlantic coast are getting ready to handle the West coast lumber which will rurely move eastward as soon as the canal is open. Have we anything to fear from this re-arrangement of the lumber traffic? It is estimated that there will be between \$11 ami \$12 per thousand real. Add to this the cost of the lumber at shipping point, handling charges and freight from the Atlantic coast to the central states and you have the estimated selling price to the consumer. There are those who are inclined to think that hemlock annufacturers have nothing to fear from this quarrer, while the influx of this lumber might be a distinct benefit by steadying the market which would do away with the extremes in prices that are so common and disastrous under present conditions.

At our send-annual meeting I called your attention to the acute restlessness in labor circles. This restlessness has been seized upon by So-cialistic agitators who, by falsehood and misrepresentation, have influenced the minds of men in different localities until at present some of our leading industries have very serious strikes on their hands. The papers of our large cities, ever anxious to cater to that part of man's make-up which craves for something sensational in the line of news, or through the influence of organized labor, have not always represented the true conditions in these strike-infested districts. Conditions for the common laborer at present are bad; that is, we must consider them bad when men are out of work and being fed and housed at municipal expense. Most manufacturers are quick to take advantage of these conditions to reduce wages. I am not saying that wages should not be reduced in certain instances, but I believe that it would be to the manufacturer's advantage to increase the efficiency of his plant rather than to take this step, for there is a living wage below which it is dangerous to go. Most of our freak legislation is brought about by just these conditions, labor hitting back at capital for a real or imaginary grievance. At this instant the Michican Federation of Labor is agitating for an eight-hour law in that state. A law of this sort would either increase pay rolls twenty per cent or it would reduce wages. If this law applied to the entire union it would probably hurt no one, as we would all be on the same footing. It would, however, increase the cost of living and we would continue to chase ourselves around a circle. I sometimes wonder if we have not reached the limit and if it is not about time for us to reverse and travel the circle in the opposite direction. We have liability laws which if equitable are just, but do we want an eight-hour law; do we want a minimum wage; do we want old-age pensions? All of these must be taken into consideration before you decide to reduce common laborers' wages below the amount which will support a man and his family decently.

Following the reading of the minutes of the previous meeting, Secretary Kellogg read the report of Treasurer George E. Foster. This report showed a balance on hand January 27, 1913, \$3,286.71; receipts during the year, \$20,908.14, making the total assets for the year \$24,194.83; disbursements, \$25,825.16, leaving a balance on hand January 26, 1914, \$3,369.69.

Secretary R. S. Kellogg then read his report, which as usual was full of valuable suggestions and was very closely followed.

#### Secretary's Report

It is a pleasure to report a prosperous condition of association affairs on the fourth anniversary of the amalgamation of the Northwestern Hemlock Manufacturers' Association with the Hardwood Lumber Manufacturers of Wisconsin, which marked the beginning of the Northern Hemlock and Hardwood Manufacturers' Association. You will find on the back of today's program the names of eighty-two members---two more than at this time last year, notwithstanding the loss of six members during 1913. Four of these completed operations and went out of business, one small firm dropped out because of reorganization and financial difficulties, while one larger firm terminated membership because it had too great an aversion to paying dues according to the membership contract, although it was very ready to take advantage of association activities. Altogether, we have a very compact, efficiently working membership who can be depended upon to do their part on the final show-down, although It sometimes requires rather strenuous effort on the part of the secretary to get the results he is instructed to do.

The regular expenses of the association were \$150 less in 1913 than was estimated at the beginning of the year. In detail, they were as follows:

nio	S:	
	alaries \$ 8,	371.41
	dvertising (1913 campaign to date) 3	464.53
	ravel 2,	157.64
		462.00
		350.00
		557 08
	ostage, telegraph and telephone	550.07
		364.76
	urniture and equipment	313.19
	10 + 1	
****	Total\$19,	
	se expenses were partially offset by the following receipt	
	einspections	729.78
	ate books	48.50
	Total#	777.28

Consequently, the net expenses were \$18,813,40. During the year a commodious safe cabinet for the protection of our records and a type-writer to help handle the increased correspondence were added to the office equipment, and also a small addressing machine to take care of the mailing list. A small addition has also been made to the office quarters, so that we now have plenty of room and facilities with which to promptly handle a large volume of work. It may also be added that the actual amount of office work done in 1913 was very much in excess of that in any previous year, due chiefly to the heavy increase in correspondence because of association advertising.

A number of final reports of 1913 shipments have not yet been recelved. Consequently, no exact statement can be made of the present
balance of association funds. It appears, however, that the balance will
not be less than \$3,300, after deducting the appropriation of \$2,500 for
the Forest Products Exposition, and advertising expenses on present contracts to the first of April—the board of directors having authorized an
increase of \$600 in the advertising appropriation over the amount allowed
at the annual meeting last year. Our dues to the National Lumber Manufacturers' Association are also paid in advance until April 1. Considering
these extra expenses, this approximate balance of \$3,300 compares most
favorably with a balance of approximately \$4,000 a year ago, and of only
\$400 two years ago. So far as can be determined at this time, the net
over-run of dues on 1913 shipments will be about \$2,000.

The large statistical report which you have in your hands is altogether too long to be given detailed discussion. I hope very much, however, that very one present will preserve his copy long enough to examine it for at least one-tenth as much time as was required for the compilation of the sheet in the secretary's office. In a nutshell, there is more lumber on hand than there was a year ago by perhaps ten per cent. On January 1, 1913, however, stocks were thirty-five per cent lighter than on January 1, 1912, so we are by no means yet back to a normal supply of lumber ready for shipment.

The detailed report of stocks held by sixty-seven firms on January 1, this year, specified by grades and thicknesses, should receive especial attention. It is the first time that we have compiled such a report. It should be of great value in indicating the relative supply of various items. There is a lot of work in the compilation of such a report, but it will be gladly undertaken by the secretary's office just as often as desired if the members will do their part in furnishing the information. Discussion of this subject today will be appreciated.

In addition to the ordinary routine of the association office, especial mention should be made of several prominent features of association accomplishments in the year just closed.

We were well represented at the annual meeting of the National Lumber Manufacturers' Association in Kansas City last June and had an active part in the work of that organization throughout the year. Since the scope and character of the National Lumber Manufacturers' Association makes it possible for this organization to deal only with the broader, general problems which confront the lumber industry, individual manufacturers often question whether they receive direct benefit from affiliation with the larger organization. No one who ever attends a meeting of the National association and really learns what it is doing ever raises this question. It is worthy of our heartiest moral and financial support. the preparation for the Forest Products Exposition by the National Lum-Manufacturers' Association, your president and secretary are having an active part through membership on the committee in direct charge of operations. Moreover, our association members have subscribed for a larger number of shares in the Forest Products Exposition Company than have been taken by any other organization affiliated with the National association. The plans for the exposition are going forward in a satisfactory manner, and our own share in it will be a subject for consideration

We were also well represented at the National Conservation Congress in Washington in November. Although the Congress proper got into the perennial mix-up on the questions of state's rights and water powers, the forestry section of the congress brought together the most practical series of reports and discussions upon lumbering and forestry that have ever been The work of the forestry section was made possible through a compiled. fund of \$5,000 furnished by a number of the most public-spirited lumbermen of the country. The proceedings, including ten valuable committee reports, the addresses on forestry and lumbering, and the more important discussions, are now being published in a bound volume, which all lumbermen should have. It is my recommendation that the association be authorized to buy 100 copies of this report at a cost of fifty cents each, to be distributed to our members. To do so would be to give only a very small recognition on our part to the valuable work which has been done by the most prominent lumbermen and foresters in the country.

The Eau Claire meeting on October 29 unanimously authorized the president to call a meeting of logging superintendents in Green Bay, and also gave the bureau of grades authority to call meetings of the yard foremen and graders of the members at the most convenient points during the slack period at the beginning of the New Year. The logging meeting held at Green Bay was one of the largest meetings ever held by the association officers, and it developed far beyond expectations both in interest at that time and in the foundations laid for future work along this line. The committees appointed at the close of the meeting have reports to pregent today.

Due apparently to a mistaken idea on the part of some of the members as to the contracter of the discussions held at the meetlings of yard foremer and graders on January 5 10, some of them did not participate. However, practically all who attended the meetlings have expressed themselves as being much benefited by the results, and in favor of future conserved of this character. A brief report of the proceedings of the Green Bay accetive, has been sent to our members. The discussions at the other four meetings were along the same lines, with, of course, variations due to the local conditions and attendance. In this connection, it is a pleasure to report that the association inspectors have been constantly on duty throughout the year, and that they have faithfully and honestly tried to serve the best interests of our members.

Following instructions received at the July meeting, we purchased 200 copies of the new hardwood rules, effective September 1, 1913—practically all of which have been distributed among the membership. Another authorization for the same purpose is now in order. We had printed last spring 3,000 copies of the revised hemlock rules, which are also practically exhausted, and another edition should be ordered. We get very frequent ealls for the hemlock rules from many points of the country.

Our supply of both eastern and western freight rate books will not last much longer. In fact, the western books would have gone some time ago had we not refused to sell copies to any but members of the association. New editions of both books will be necessary as soon as pending questions of freight rate adjustments are settled. The association will come out a few dollars ahead of the game in the publication of these books.

The weekly association Circular has not once missed going into the Friday mail at Wausau since it first appeared in November, 1910. Once in a while it is pretty hard scratching to get material for an issue, but the Circular is published on the theory that its greatest value lies in the fact that it can be expected at the same time every week, and that the information that it contains—even though scant—is strictly up to date. Even members who complain that the information given is incomplete, and not windly reliable, are as quick to read the Circular as are those who faithfully report their sales. To the firms who can always be relied upon to send in reports, the secretary owes a deep debt of gratitude, and he asks that the other firms who often receive benefits without conferring them, will kindly undertake to help out a little more hereafter.

The report of the advertising committee—to come later—will give some idea of our accomplishments in this line of association activity. Could every member read the weekly stream of correspondence and inquiries on this subject, any doubts that he may have as to the effectivenes of associated advertising of our products would be quickly removed. The foundations laid during the past sixteen months are ample for increased publicity in directions where we are sure of getting returns.

The Michigan association and our own will coöperate in a bungalow to be erected at the Forest Products Exposition in New York and Chicago. Our joint appropriation for this purpose is sufficient to pay only for floor space and the assembling of the building. All the material that goes into it must be secured through donations of interested manufacturers who will receive proper credit for their contributions. Further consideration of this subject should be had today. Moreover, it would appear advisable to hold the spring meeting of the association at Chicago on April 30, so that all the members can that evening attend the formal opening of the Forest Products Exposition in the Coliseum. The exposition will surprise even the best informed lumberman with its demonstration of the extent of our forest resources and the multiplicity of the uses of wood.

The northern lumberman had a prosperous year in 1913-remarkably so in contrast with his brother manufacturers of the South and West. Going over the year's activities, we are justified in the conclusion that there was a normal consumption of lumber in the country as a whole, and that we have no right to expect a greater average yearly consumption at any time in the future. Except in New York City, building operations in 1913 were less than two per cent below 1912, and larger than for any previous year. Crop returns in the Lake States were remarkably good, and failures in Missouri, Kansas and Nebraska were not nearly so disastrous as reported. In the same region, the outlook for a 1914 wheat crop is much above the average. The farmers of the United States received a larger cash return for their products in 1913 than ever before, and are in a generally prosperous condition. A group of leading farm papers claim that 75,000 automobiles are owned by their subscribers. A recent canvass by a leading contracting and building paper indicates a very decided increase in building operations in 1914 over 1913, and this is shared in by every section of the United States.

The tide in general business conditions turned with the signing of the currency bill just before Christmas, and each week since bas shown greater confidence and improvement, until orders for steel now exceed shipments. Money is plentiful and easy, and stocks and bonds are selling more readily for investment purposes than for many months past. The president's statement that—"The war between government and business is over"—gives hope that the many yet unsolved problems of finance and industry will be worked out in a spirit of friendly adjustment that will contrast most happily with some previous attempts at political solutions of economic puzzles.

The lumber industry is bound to benefit from this wide-spread improvement and better feeling, although regional overproduction and the competition of other materials may have a retarding influence. In our own territory, we know that stocks are still below normal—that before April,

dry lumber will be as scarce as the masticating apparatus of the proverbial hen, that no matter how favorable logging conditions may be from now until the break-up, the input will be less than was pianned for last fall, and that the time has gone by when there will be an overproduction of northern lumber under anything like normal conditions. This means that the manufacturers of hemlock and hardwoods have every reason to face the new year with confidence and that they should be too busy to listen to knockers.

W. C. Landon moved the appointment of a committee on recommendations to whom these reports were to be submitted. W. C. Landon, C. A. Goodman and Murdock MacLeod were appointed to this committee.

The advertising committee then submitted the following report, which showed a very gratifying condition of progress in the work of that committee:

#### Report of Advertising Committee

On April 1, this year, we will have completed eighteen months of our association advertising. The results of this campaign have been in excess of the hopes of the committee and we have tried to be very conservative.

To date we have gotten approximately 2,550 direct replies to our birch advertisements and about 1,150 direct replies on hemlock. These have been received in every case solely from the ads in the trade journals and farm papers. In addition to this, we have distributed 4,000 copies of the Book of Plans for Country Buildings through members of our association and retail dealers, and have also sent several hundred birch books and sets of birch panels direct to leading architects who have been reached through personal correspondence.

We have now on hand requests from over 900 contractors, builders and carpenters for birch panels and at present our supply is exhausted. However, a new supply has been provided for by some of our members and stain manufacturers, which will be ready for distribution in about another month.

Our supply of Book of Plans for Country Buildings has been exhausted and we will have unfilled requests for about 300 copies.

Another way we devised for a cheap hemlock book was through the "Jim" book recently issued, 13,500 copies of which have been taken by thirty members of the association for their own distribution, and 7,000 additional copies will be placed direct.

We regularly notify the secretaries of the various retail lumber dealers' associations when we have inquiries from customers in their territory, and they in turn advise the local retail dealers and we have direct information that a great many of the retailers are pleased with this particular part of our work.

Our twelve-page birch story published in December was the largest advertisement for a building material ever run in a trade journal and the replies have been much greater than anticipated, which makes this ad the cheapest one we have had in proportion to the number of answers received. We will have 10,000 reprints of the ad on good paper, without the name of the magazine appearing, which will make us an extremely cheap and effective new birch book for distribution at the Forest Products Exposition and general use throughout 1914.

This committee has gone over a vast amount of the correspondence and inquiries received, and in a great many cases we have evidence of use of birch as the direct result of our advertising.

We have a letter from the manager of the largest sash and door manufacturers in the world, stating that in his opinion our campaign has increased the value of birch several dollars per thousand feet and, while large advertisers of birch themselves, they consider the association can educate the general public to the merits of birch much more effectively than can the individual advertiser who wishes to sell only his own product.

Up to the present time there has been appropriated approximately \$8,600 for our use. Our expenditures have been kept well within that figure and, with the possible exception of our being unable to supply the 300 hemlock books needed before April 1, we will show no deficit.

Your committee is thoroughly convinced that the association can make no better investment than to continue to advertise our products along the lines already mapped out and to broaden the campaign to include certain of the better classes of consumers. The experience we have gained proves to us, at least, that our return from well-placed advertising is directly proportional to the effort expended, and we ask that the appropriation for the next twelve months be not less than \$8,000, which will be approximately one cent per thousand on our 1914 sales. This is very much less than is being spent by the advertisers of other woods, but we feel that it will be enough to enable us to economically continue the good work now under way.

Secretary Kellogg said, in speaking of the Forest Products Exposition, that the association has joined with the Michigan Hardwood Manufacturers' Association in shaping up the joint exhibit, which will be in the form of a bungalow made from woods growing in the Lake states. The woods represented will be hemlock, birch, maple for interior work, framing, etc. Mr. Kellogg said work is progressing in a satisfactory manner, but that it appeared to be

necessary that the exhibit be made in auplicate, as only ten days clapses between the Chicago and the New York shows. The matter was referred to the committee on recommendations.

J. E. Rhodes, manager of the National Lumber Manufacturers' Association, then talked regarding the work of that organization. In speaking of the fiber and wooden box controversy, Mr. Rhodes said there is a growing disposition on the part of the railroads to give goods shipped in fiber containers fair treatment. Mr. Rhodes said that the Interstate Commerce Commission should reach a definite decision in this matter at an early date. Mr. Rhodes also spoke of the experiments for fireproofing woods, and then went out tell of the progress of the work done in connection with the proposed five per cent horizontal advance in freight rates. In speaking of the Forest Products Exposition he said that as it is now lined up its success is assured inasmuch as the various associations have come forward gratifyingly in their subscriptions for space.

Mr. Rhodes' version of market conditions was that prospects for 1914 are much brighter than at the beginning of 1913.

Secretary Kellogg read the paper prepared by H. R. Isherwood, manager of the Sawyer Lumber Company, Sawyer, Wis., treating of wood silos. The paper demonstrated clearly that a great injustice has been done to the silo made from the products of the forest. He substantiated this claim by citing instances, one of them being a meeting of the Farmers' Institute held at Sawyer recently, which Mr. Isherwood attended. Two of the topics for discussion were silos and farm buildings. Mr. Isherwood said that the chairman of the institute distributed a number of cement booklets which had been sent to him, and that he, Mr. Isherwood, endeavored to pin the chairman down to a reason for recommending the use of cement for silo construction. The chairman replied that the use of wood in silo construction is absolutely prohibited under present conditions by the high prices. He added that the wooden silo costs more to erect than does one constructed of cement. The same man also spoke of the use of cement in barns, saying that in no instance should lumber be used in the stables.

The point brought out by Mr. Isherwood was that, inasmuch as these lecturers are employed by the state and paid by the tax payers, it is not fair that they should be permitted to recommend one substance as against another substance equally entitled to consideration. He suggested that the time has come for the manufacturers and retailers of lumber to get together in their own defense and endeavor to secure some of the representation which the cement interests have secured in these public demonstrations.

C. H. Worcester spoke along the same lines, dealing more particularly with the activities of manufacturers of substitutes in connection with the proposed legislation on the prevention of fire. He cited as an instance the meetings of the fire prevention committee of the Association of Commerce of Chicago, which were attended by architects and insurance men who had for presentation plans of frame and fireproof construction, and figures tending to show that the homeseeker does not need to make any materially increased outlay for so-called fireproof material, the difference between that and the wooden construction being only from ten to fifteen per cent. Mr. Worcester said that he had challenged this statement, figuring that the difference ran from twenty to twenty-five per cent, on a conservative basis.

Adolph Pfund, secretary of the Wisconsin Retail Lumber Dealers' Association, congratulated the secretary and advertising committee on the efficient publicity work they had done on hemlock. He invited Secretary Kellogg to attend the next meeting of the Wisconsin retailers.

A. L. Osborn moved that the nominating committee be appointed, and the chair named R. B. Goodman, A. R. Weeks and C. H. Worcester.

The meeting then adjourned for luncheon, which was served in the convention room.

In the absence of George H. Chapman, Secretary Kellogg reported for the railroad committee. Mr. Kellogg stated that two important subjects had come before that committee, namely, the

Missouri river rate case and the proposed five per cent advance in rates on eastern railroads. He said that neither of these subjects had been entirely completed.

According to Mr. Kellogg, a formal complaint was made in connection with the Missouri river rate case, asking for a reduction of lumber rates west, in July, and a hearing was asked. This hearing was set for January 14 at Minneapolis, but was cancelled and no new date has as yet been set. The railroad committee has been busy preparing evidence and is now ready, having everything in shape to present at the proper time.

Regarding the five per cent general increase, Mr. Kellogg said it has only been possible to keep in touch with the developments in that direction through the railroad committee of the National Lumber Manufacturers' Association. He said no formal action had as yet been taken.

W. H. McDonald, chief inspector, read his semi-annual report as follows:

#### Chief Inspector's Report

In submitting my annual report for the inspection department of the association during 1915. I find that much good work was done during that time, and can see much improvement in the way of better pilms in the yards, grades more un to the standard, and a better understanding among the manufacturers as to why the inspection department of the association is maintained. Both Mr. Ball and myself have been on the road continuously during the year, and the following figures will show you just what has been accomplished:

LEMBER INSPECTED IN YARDS AT MILL POINTS

I have noticed that some of the manufacturers are not paying enough attention to the piling of their lumber in the yards. In order to avoid having stained lumber, I would suggest that you raise the foundations so as to give better circulation under the piles, make larger chimneys through the center, and use narrow cross pieces. This will also hasten the seasoning of the lumber.

Much improvement can be made in the manufacturing of the lumber. Manufacturers should pay more attention to this, as a good many concerns are not gotting the best results from their logs. The manufacture of lath, as well as the grading, also needs more attention at a number of the mills. We have had a number of complaints on lath that could have been avoided if a little more care had been exercised.

As to the grading down of stock in the yards, a good many graders are inclined to be careless, and while we have checked them up about it, in some places it doesn't seem to do any good. This is the cause of much depreciation in the stock.

I am calling your attention to these points, hoping that it may help in bringing about a better condition in the manufacture of lumber, better sorting at the transfer, and piling. If this is done, it will lessen the

depreciation in the stock and increase your profits

You, of course, have all heard of the meetings of the yard foremen and inspectors held at Green Bay, Iron Mountain, Ashland, Eau Claire and Wansan for first of January 1 wish to say that I believe, judging from the interest taken at these meetings, that we have struck the right chord. We brought up the most valuable topics to the manufacturers, such as sawing logs to obtain the most of the upper grades possible, sorting lumber on the chain as close as possible, piling on high foundations with the pitch in the foundation, and thus avoiding the depreciation caused by putting one piece on top of the other in building the pitch in the pile and causing stock to stain in the bottom of the pile, careful methods of handling lumber to avoid depreciation, and so on. The new grading rules were taken up and a general discussion of the technical points was had, and I believe a better interpretation and understanding was gained in this way than any way we could adopt, as we were well supplied with samples of lumber containing all kinds of defects, especially at our last meeting held at Wausau. The form of sawing logs was gone into very thoroughly by the manufacturers who were present-also by the sawyers-and all agreed that sawing to a 6 1/4-inch cant is the most profitable way to saw hardwood logs, and I will say right here that some of the manufacturers use the same system of sawing their hemlock logs, claiming that they get more No. 2 and better than they would by sawing up their hemlock logs

Lasst year our time was taken up more or less with the inspection of pine. Very few manufacturers who are handling pine are paying dues on it. In case of dispute over the grades, an association inspection is called for. In this case, where the manufacturer isn't paying dues on pine, a charge of actual traveling expenses plus \$4.00 per day has been made. I would suggest that all of you send in an estimate of your pine, and pay dues on it. This would give us money enough to employ another inspector, and thus be able to give you more service, as well as cover the pine inspections

After having made reinspections where the manufacturer has been the loser, I have received complaints to the effect that we make the grades harder in the yard than we do on the reinspection. Such complaints are unfounded, and I wish to say that in deciding grades we make them the same at the mills as on reinspection work. The rules adopted by the association are the rules that govern our work. No one has any influence with us in this respect, whether manufacturer or consumer. One grade to all is our policy, and an association that does not maintain such a course is better off without an inspection department.

M. J. Quinlan, chairman of the bureau of grades, stated that, considering the able and ample report of Mr. McDonald, he felt he did not have much to add. Mr. Quinlan cited instances showing the benefits of the "get-together meetings," in which grades and stocks had been discussed. He said that some apprehension was felt last summer regarding stocks of hemlock, but that a panic was averted by actual figures brought out at one of these gatherings.

He commended the accomplishments of the meetings of yardmen and inspectors, and said that their continuance is up to the membership.

Mr. Quinlan said that there had been some excellent sales of hardwoods; prices tending upwards in maple as shown by actual sales. Mr. Quinlan said, however, that in No. 3 hemlock and hardwood there had been some little shading, for which he can find no excuse or reason, as there are no considerable quantities of logs in the woods anywhere, or stock at the mills. He said, however, that hemlock is going to advance in price, and in fact it has already shown a tendency in that direction.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, spoke of conditions in the territory covered by members of his association, saying that the same condition as reported by Mr. Quinlan prevails there. Stocks are not more than normal anywhere, and in some places are actually less than normal. He said that on January 1, 1913, there was little less hardwood stocks than now, but that there was never a time when yard stocks were smaller in lower Michigan than at the end of 1912 and the begining of 1913; that they were much less than normal then and that a slight increase now is of no particular significance. He said there is 20,000,000 feet less of hardwoods now than January 1, 1912.

C. H. Worcester, who was delegate of the association to the Conservation Congress at Washington, outlined the work done by the Congress, and said that he believed the efforts of lumbermen and the difficulties they encounter in following out the conservation policies advocated, are being recognized. He said that the future action of the Congress must help lumbermen to that end. He also said that the former sentiment of Congress was that lumbermen as a general thing are vandals, but that this sentiment is gradually

becoming a thing of the past and that the purely theoretical conservationists are beginning to recognize the need for sufficient. returns in order to warrant private concerns and individuals undertaking conservative action along the lines of conservation.

He particularly recommended that more lumbermen attend the meetings of the Congress, and suggested the advisability of a separate forestry congress.

W. A. Holt of the welfare committee spoke for that committee in the absence of Chairman Rowlands.

After considerable discussion covering the various points brought out in the report and as to the practicability of endeavoring totreat the lumber jack to modern civilization, the report was accepted and placed on file and the committee discharged.

R. B. Goodman, chairman of the logging accounts committee, read a most able report, which will be found on another page of this issue, under the title, "Practical Logging Accounts."

The report was followed by a general discussion of experiences in this direction, and on motion was accepted and the committee discharged, the secretary being instructed to follow out the instructions of the committee.

The committee on resolutions and recommendations then reported through W. C. Landon, chairman, as follows:

WHEREAS, It is the sense of this meeting, that the work of the advertising committee has been successful and the expense justified; be it therefore-RESOLVED. That the present committee continue in charge of this work and that it be given the continued and united support of the membership, and be if further.

RESOLVED, That an assessment of 1 cent per 1.000 feet on all shipments made by the members of this association for 1914 be made and collected in the usual manner, and that the proceeds of such assessment be appropriated for the advertising of our products in such manner as the advertising committee deems most advisable.

This committee recommends that the work done by the advertising committee in connection with the Forest Products Expoosition be approved and the plans so far made by it be and are hereby indorsed.

The committee recommends that this association continue its membership in the National Lumber Manufacturers' Association for 1914, and pledges its most hearty cooperation and support to the work of that association.

The comittee recommends that the board of directors arrange for another meeting of logging superintendents, at such time during the year and at such place as séems to them most advisable.

The committee recommends that another series of district grading meetings be held at such times during the year and at such places as may be designated by the bureau of grades.

WHEREAS, Wisconsin is a large producer of lumber and not of substitutes thereof: and

WHERRAS, It is a matter of current report that the exploiters of various substitutes for lumber have enlisted the aid of certain state officials and departments in presenting to the public generally, and more especially to the farmers' institutes held throughout the state, the advantages claimed for such substitutes, be it therefore

RESOLVED, That this association condemns such special work on the part of our state officials and departments, and recomends that our legislative committee investigate such reports, and if same are found to be based upon facts, to report back to this association what is necessary to be done that such practice be discontinued.

This committee recommends that the secretary attend the next annual meeting of the Wisconsin Retail Lumber Dealers' Association, and arrange as far as possible for the cooperation of the two associations in questions of mutual interest.

The report was adopted as a whole.

The nominating committee then reported the following recommendations for officers for the coming year:

PRESIDENT: R. B. Goodman, Goodman, Wis. Vice-President—J. T. Phillips, Green Bay, Wis.

Vice-President—J. T. Phillips, Green Bay, Wis. Treasurer—George E. Foster, Mellen, Wis.

DIRECTORS—E. A. Hamar, Chassell, Mich.; W. C. Landon, Wausau, Wis.; W. B. Clubine, Park Falls, Wis.; A. C. Wells, Menominee, Mich. The secretary was instructed to cast a white ballot, which placed these gentlemen in office.

In relinquishing the gavel, Mr. Hamar expressed his appreciation of the support he had received, and asked that the same support be given his successor in office.

The new president was escorted to the chair by Mr. Quinlan and! Mr. Phillips.

Mr. Goodman said that he was somewhat encouraged by the tone of Mr. Hamar's remarks, masunch as Mr. Hamar had expressed lamself as having accepted the office originally in fear and trembling, and Mr. Goodman felt the same trepolation, but trusted that there was at least a chance of his pulling through.

A new committee on bureau of grades was then announced as follows: M. J. Quinlan, E. A. Hamar, M. J. Fox, C. A. Goodman, L. G. Earle, G. N. Harder and P. S. McLarg.

President Goodman then recommended the formation of a permanent committee on efficiency in logging, manufacturing and other phases of lumbering in which the association members are directly interested. He said that he believed such a committee would be one of the most valuable features of the association work and asked that the question be given consideration.

J. J. Ott of Eau Claire moved that the question be left to the discretion of the president and the board of directors, who were to appoint the committee and outline the work. This motion was carried unanimously.

E. A. Hamar read a telegram received from the Northern Forest Protective Association inviting the association to hold its meeting of logging superintendents on March to at Marquette, Mich. On motion, the question was referred to the board, and Mr. MacLeod suggested that the next meeting of the association be held at Chicago April 30 so as to enable the men to attend the Forest Products Exposition. The motion was unanimously carried.

J. J. Ott then moved that a vote of thanks be tendered the retiring officers, and also that the meeting adjourn, which motions were duly carried.



### Practical Logging Accounts



#### Editor's Note

The following article is the report of the committee on logging, read by R. B. Goodman of Goodman Wishefote the recent meeting of the Northern Hemlock and Hardwood Manutacturers' Association at Milwaukee. It contains such valuable suggestions that could be used in connection with almost any logging operation that it is here reproduced as read.

It is not the purpose of this committee to devise a system of accounts covering logging operations, nor recommend forms of keeping costs—for we realize that all members of this association have solved these problems more or less to their own satisfaction, and in view of the great variety, both in size and character, of the operations and the still greater variety of conditions and methods employed, the manner of accounting and reporting used by each member is surely more desirable than any plan your committee could make for him without knowing in detail all the facts in the case.

It is the purpose of the committee to point out ways by which these various forms and methods of accounting may be made, if not uniform, at least susceptible of intelligent comparison. We all recognize the value of comparison—in fact all our standards and all our judgments are relative.

There is in the logging business no absolute standard of costs; no absolute standard of method. We say the cost of keeping men is high compared with last year or the year before, or we may mean that it is high at one camp compared with the cost at another camp—and so with our cost of skidding, railroad building, or any other subdivision of the cost of logging. We are all of us quite positive in our judgments, not because we know that our accounting is perfectly accurate, but because we know that it is done the same way that it was done last year, or the year before and that it is done the same for one camp as for another—so that our accounts are extremely valuable to us and any relative change in the costs at one time over another, or at one place over another, calls for prompt investigation and often the discovery of a leak of some kind, the stopping of which saves us money.

How much more value would these records of costs have if we were able to compare them not only with our own past, but with all of our competitors present. In this connection, we wish to borrow a comparison used by Mr. Eddy in the paper on "The New Competition" which we believe is to be read at this meeting of our association-the chief underlying principle of modern enlightened competition is pointed out in this paper and is exemplified not only by the theory of our own association, but the real underlying principle of all trade associations that each individual member is benefited not only by knowing what his competitor is doing, but by having his competitor know what he is doing. Mr. Eddy imagines a race course in which each horse runs in a walled alley. You will see that in such a race the winning horse might have exerted himself much more than he needed to; or it may be that the second best might have exerted himself a little more to have won the race, and whereas along at the other end, some of

the horses hopelessly in the rear could have saved their breath by walking.

Your committee is laying so much stress on this matter, for it realizes that if the members themselves do not appreciate the value to themselves in comparing frankly and openly their various costs accounts, they will not take any interest in our effort to point out means of making these comparisons. For this purpose, your committee has prepared a "card of accounts," It has endeavored to use existing phraseology as closely as may be and while names in themselves are not absolutely essential, we recommend that the members study this card of accounts carefully and endeavor, as far as possible, to change any names that are now used that conflict with the names in this card. Your committee has also received letters and account forms from many of the members, which have been of great help to it in preparing the card of accounts, and as all of these forms and the letters explaining them are of interest, we have prepared an exhibit of these reports which may be examined at the close of this meeting and no doubt extra copies of any particular form may be obtained of the member who is using same.

CARD OF ACCOUNTS FOR LOGGING OPERATIONS OF THE NORTH-FRN HEMLOCK AND HARDWOOD MANUFACTURERS' ASSOCIATION.

January, 1914

CONTENTS Depreciation: Unit of Measurement: Unit of Expense. SECONDARY ACCOUNTS Cost of Men: Cost of Horses: Cost of Machinery University of Accounts.

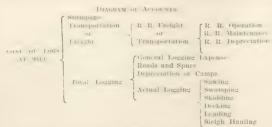
EXPLANATION OF ACCOUNTS

#### Depreclation

Horses, men, machinery, buildings, equipment, road and spurs, all depreciate in value through the ravages of time, and the wear and tear of use. It is not feasible to consider the depreciation on all of these items as a single item of general expense to be added to the cost of logging as an overhead item. We therefore indicate in the respective accounts just what items of depreciation should be covered.

Unit of measurement-1,000 feet.

The legal standard of measurement of logs in the state of Wisconsin is the Decimal C, but in a large part of the state operators are using both the Scribner Rule and the Doyle Rule. The relations between these rules are not constant but vary with the size of the logs. Doyle Rule may give more feet than the Scribner Rule under certain conditions and in all scales the over-run is greater the larger the number of pieces.



EXP. ANATION OF ACCOUNTS: Reference to preceding Diagram of Accounts will show the relative place of the various accounts: Sawing, Swamping, Skidding, Loading, Sleigh Hauling, Decking.

These accounts are the subdivisions of actual logging. If the toreman has correct figure for the cost per day of man, horse and machine, he can easily obtain the total cost per day on each of these accounts, which divided by the thousand feet of logs sawed, swamped, skidded, etc., gives him the cost of each operation. In rusking up these costs, he should apportion his own day's work and that of the scaler over the various accounts.

TOTAL LOGGING: This account represents the cost of actual logging as defined above—plus the general logging expense, roads and spurs, depreciation of camps—that is to say that the total logging cost is cost from stump to cars, including everything.

#### COST OF HORSES

DEPRECIATION: Horses in active service with good care depreciate fifteen to twenty per cent of their cost per annum, or about \$100 per year per team, and if a team works 200 days in the year, the depreciation charge per team would be fifty cents or twenty-five cents for one horse per day.

DAILY KEEP: The cost of keeping a horse per day is figured on the same principle as for keeping a man. Veterinary services, blacksmith and harness repairs should be included.

#### COST OF MACHINERY

DEPRECIATION: By depreciation of logging machinery, we mean its annual loss in value through obsolescence, and have no reference to the wear and tear through use which is understood to be made good by repairs and renewals of parts. This obsolescence may vary with different machinery, under different conditions, but as the scrap value of logging machinery is practically nil, depreciation should be figured so as to wipe out the entire cost of the machine when the work it has been purchased for is completed. Where the expected life of the machine is over ten years, it is safe to say that at the end of that time it is so liable to be supplanted by a more improved machine, that its cost should be wiped out—so that the minimum depreciation per annum for woods machinery, should be ten per cent of its cost and the daily depreciation charge should be the annual depreciation, divided by the estimated number of days the machine works through the year.

DAILY KEEP: This is the wages of engineer, helper, watchman, coal, oil, waste, repairs, gasoline, water, cables, etc., for the month, divided by the number of days the machine works required to make a thousand feet. It is customary to allow for crooks and defects in logs when applying any rule, except in some cases when the scale is taken to determine the freight and we understand paper mills buy logs full scale, not deducting for crooks or white shake-the only deduction they make being black shake and rot. The paper mills claim this gives fifteen per cent more scale than sawmill scale. In order for the sawmill managers to compare logging costs, it ought to be figured on lumber basis. This elimininates the difference in scale, but we do not think it a good idea to give the camp superintendents figures on this basis, and we therefore suggest that in figuring our unit of measurement for logging cost, we state the scale used, the number of pieces to the thousand and what deductions are made for.

UNIT OF EXPENSE: (Day's Work): It is essential for purpose of comparing costs, that the unit of expense should be accurate. The unit of expense for man, horse or machine is a day's work—and

the cost of this day's work is the wage cost of the man, the depreciation charge of the horse and the machine. These costs must be determined from actual accounts and, in most cases, can best be determined by the bookkeeper and the figures furnished from time to time to the logger. They are determined from the following "secondary accounts."

#### SECONDARY ACCOUNTS

DAILY WAGE: Total monthly wave divided by number of days worked equals daily wage.

DAILY KEEP: Wages of cook, cookee, chore-boy, fuel choppers, cost of all cook supplies, corrected by inventory—renewals of dishes, beds, bedding, disinfectants, maintenance of camp, etc., for a month divided by the total number of days of productive labor, equals the daily cost of keep per man.

ACTUAL LOGGING: This account has been defined above.

#### GENERAL LOGGING EXPENSE

Salary and expense of logging superintendent, cruisers and all other items of supervision, office expense, expense hiring men; liability insurance should be added to this account unless it should be desired to add same to a percentage of the individual wage in which case it would appear in the secondary accounts—cost of men.

ROADS AND SPURS: This account represents the cost of building railroad branches, but not the main line; the cost of all sleigh roads and should be charged against logs at a rate that will wipe out the account when the total in-put of logs over these roads and spurs is completed.

#### DEPRECIATION OF CAMPS

Wheels camps will probably be depreciated at the rate of ten per cent per annum; stationary camps at a percentage per annum that will wipe them out in two, three or four years, as the life of the camp may be. The monthly proportion of this depreciation should be charged against the cost of logs under this account.

#### COST OF LOGS AT MILL

The cost of logs at mill includes the cost of stumpage, the freight or transportation and the total cost of logging. It is equivalent to the purchase price of logs delivered at mill, where the purchaser is buying logs instead of cutting his own timber.

#### STUMPAGE

Whatever method is used in figuring by the various operators, to determine the cost of stumpage cut, it is certain that this charge must contain, in addition to the original cost of stumpage, a fair allowance for the carrying charges, taxes, fire loss, supervision of timber land, etc., accruing each year. If timber more accessible to the mill than the average is cut, this should be averaged by increasing the stumpage charged.

#### TRANSPORTATION OR FREIGHT

If the logs are hauled by a common carrier, this account is simply freight, switching charge, demurrage, etc., including cost of staking cars. If the operator transports his own logs either by sleigh haul or steam railroad, or by driving, toll or transportation charge per thousand should be sufficient to cover the actual operating cost, the cost of maintaining the equipment or railroad tracks and grades, and the depreciation figured on the cost of main line of the railroad, or other permanent improvements divided by the total logs estimated to be carried.

#### PIECE WORK

The above card of accounts is intended to cover only general logging operations. Where piece work of various kinds is carried on at the same camp where logging is done, the cost of this piece work should all be kept separate from the cost of logging—that is to say the cost of logging should not be decreased in any way by the profit on piece work or wagon accounts.

Turning away a lumber salesman with a curt "nothing doing today" is a poor way to keep informed on what is doing in the market. Time given to hear what the salesman has to say is generally well spent even if you don't need anything that day.

Oak is the big dog in the hardwood puddle, representing over a third of the total hardwood lumber production for 1912.



### Lamb-Fish Company as Host



There are functions and functions, but the excursion to its big Charleston, Miss., plant engineered by the principals of the Lamb-Fish Lumber Company a few days ago eclipsed anything in previous history in the way of entertanment for lumbermen.



GARRETT E. LAMB, CHARLESTON, PRESI DENT

President Garrett E. Lamb and General Manager Walter B. Burke of the Lamb-Fish Lumber Company are justly proud of the great manufacturing enterprise which they have built up, and which is under successful operation.

Taking advantage of the meeting of the Hardwood Manufacturers' Association of the United States at Memphis, the latter part of January, the gentlemen referred to invited a large number of their contemporaries, lumber buyers and lumber newspaper friends to join them in an excursion from Memphis to Charleston and return. The invitation was gladly accepted.

The party was conveyed to Charleston from Memphis on the evening of January 22 in a special train of Pullmans, which arrived at Charleston early the following morning. Here surprises awaited the visitors. The first surprise was a breakfast that was served in the handsome clubhouse which would do credit both in menu and service to any hotel in the country.

The morning was spent in visiting the great sawmill plant of the company. This mill is the largest hardwood mill in the United States and has an hourly capacity of approximately 10,000 feet of oak, gum and other hardwoods. Twenty years ago when a white pine mill

was erected at Duluth with a like capacity it was regarded as a phenomenon in sawmills, but this output means a good deal more in a hardwood mill of this enormous capacity.

The operations of the Lamb-Fish Lumber Company are unique in many respects. The



W. B. BURKE, CHARLESTON, GENERAL MANAGER





A FEATURE OF THE DAY'S ENTERTAINMENT

logs are delivered by train in the usual method, and Brownhoist locomotives remove the logs from cars and assort them in skidways contiguous to the 500 feet log haul-up.

The unique feature of the mill is Manager Burke's patented flitch handling device for the feeding of the resaw. This is absolutely a mechanical operation by means of which the saw is always in the cut. There probably never has been a band-saw in use that resawed as many lineal feet of flitches as this saw is doing. A second resaw again splits the product of the big resaw into thin lumber. Every mechanical device that will contribute to the making of high class lumber at fast speed is employed at the Lamb-Fish mill, and it is

certainly doing marvelous work, both in quality of product and in quick execution.

A good many of the visitors were highly interested in the Kraetzer steam preparator apparatus through which the Lamb-Fish people handle all their lumber for insuring quick and accurate seasoning. After steaming this wood under pressure through the Kraetzer equipment, the sap gum is handled through the dry kilns on the same trucks and also some of the red gum. However, a large portion of the stock is transferred to storage tracks in the yard on the same trucks until shipping dry, when it is loaded out.

The company advises that it is shipping sap and heart gum after



GROUP OF GUESTS ON THE STEPS OF THE CLUB HOUSE



CORNER OF STORAGE YARD, LAMB-FISH LUMBER COMPANY

steaming and passing through the dry kiln, in from four to six days from the saw at an average weight of less than three pounds to the foot, while the oak and other woods are reduced to less than normal air dry weight, and are being shipped in from thirty to forty days from the saw without the employment of the dry kiln.

There are very many other interesting features about the Lamb-Fish Lumber Company's plant which were carefully examined by the visitors.

An elaborate luncheon was served the visitors at the clubhouse at noontime, and the afternoon was spent in general contribution to the "gayety of nations" in which encounters between amateur colored puglists from a Memphis athletic club were an important element.

An improvised tennis game among the visitors was another fea-



SHOWING THE KRAETZER PREPARATOR IN USE AT PLANT OF LAMB-FISH LUMBER COMPANY

ture of the afternoon, and there were card games and foolish stunts of many sorts which took up the entire afternoon until dinner time. The dinner evolved itself into a banquet, at which W. G. Wilmot of Chicago acted as toastmaster. It was a very enjoyable function, both in gastronomic and intellectual delights.

At midnight the party again boarded a special train and was safely delivered at Memphis early Saturday morning. The trip was certainly a piece of enterprise on the part of Messrs. Lamb and Burke, which will not soon be forgotten by the participants.

A set of resolutions of congratulations and thanks was formulated by the party and presented to the hosts as a slight evidence of the appreciation of the visitors.

The pictures accompanying this article will tell some of the details of the function better than the text.



### Spanish Cedar for Cigar Boxes



The bulk of Spanish cedar (Cedrela odorata) used in the United States for cigar boxes and clothes chests is imported from Mexico and the West Indies. Porto Rico at one time produced this wood in large quantities, and there is no reason why it should not be planted and grown there on a commercial scale by private owners and by the government. If there is one tree that can be grown successfully and profitably it is the Spanish cedar, for no other valuable tree in the American tropics makes such a rapid growth as this one. It is believed that a large part of the supply of this timber could thus be produced at home, and if grown in the forests regulated according to the best methods, a very satisfactory crop of cedar logs could be grown in a surprisingly short time.

There is a very good demand for Spanish cedar and there will be thirty or forty years from now. Companies are now being organized to plant eucalyptus and Australian pine (Casuarina) in the West Indies, and while these trees grow faster and produce logs in a much shorter time, the woods have no established market value and no long list of special uses. With Spanish cedar there is a marked tendency for natural regeneration throughout its range of growth. This is the case especially on cut-over or cleared land, but being light-demanding during early life the young growth is frequently crowded out by the less important vegetation. This accounts for its manner of occurrence, which is just an occasional tree scattered among other kinds in the dense tropical forest. With the continued and exclusive cutting of Spanish cedar, other species gradually supplant it and the forest ceases to produce it.

The possibility of its extensive production from planting has been demonstrated in parts of the West Indies, where this tree has been planted extensively for shade and ornament. The examples in a number of gardens show a remarkable growth for their age. Indi-

viduals only about sixteen years old have acquired a height of from fifty to sixty feet and a diameter of between fifteen and twenty inches at breast height. This would seem to indicate that this tree would prove invaluable for reforestation on the denuded hillsides in Porto Rico and other West Indian islands where the timber is getting very scarce. Its rapid growth makes it eminently suitable for this purpose. It produces great quantities of seed at a comparatively early age. Considering all these qualities, Spanish cedar promises to be one of the most valuable trees in the West Indies.

The largest use of Spanish cedar both in Europe and the United States is for making cigar boxes, and many millions of feet are used annually for this purpose alone. The wood having slightly figured grain is often very pretty and is worked up into furniture and interior finish. The very best grades are frequently cut into veneers, which are glued either on cheaper woods or on plain cedar. The most handsomely figured wood is used for the same purposes for which mahogany is so much employed. Okoume (Boswellia kleinei) from Portuguese Africa is now used as a substitute for Spanish cedar in the cigar box industry. Although much lighter in color and weight, its grain frequently closely resembles the tropical American wood and is not easily detected by a mere superficial examination.

L. L. D.

Manager George S. Wood of the Forest Products Exposition Company states that the affairs of the exposition are going along very nicely. The work of lining up associations and individual concerns for exhibits at the Chicago and New York shows is succeeding as well as was expected and from the very cordial way in which the idea is being accepted universally throughout the lumber, woodworking and machinery lines, it will be a pronounced success.



### Wood Uses in South Carolina



The state of South Carolina has published a report of its woodusing industries for 1912. The report was compiled and written by Stanley L. Wolfe of the United States Forest Service, under a co-operative agreement between the government and the state.

South Carolina is not one of the leading states either in the production of lumber or in manufacturing it into finished products; but both the mill industry and the further manufacture of the wood are well established and prosperous. The state has always been more noted for its agriculture than for its factories.

The ratio between the output of rough lumber by its sawmills and the product of its factories which make use of wood as raw material, is about as two to three; that is, two-thirds of its production of lumber is consumed by establishments in the state.

Thirty-one woods are used, three of which are foreign. The following table shows these woods and their average values delivered at the factories:

	Quantity Used	
	Annually	Average Cost
Kind of Wood	(Ft. b. m.)	per 1,000 Ft.
Shortleaf pine	254,449,500	\$ 14.17
Longleaf pine	93,560,400	14.39
Cypress (bald)	17,938,000	21.52
Red gum	12,726,000	13.81
Loblolly pine	11,880,000	12.89
	40 488 000	
Yellow poplar	10,135,000	17.17
Black gum		13.72
Cotton gum	3,527,000	12.59
White oak	3,133,900	22.27
Dogwood	3,050,000	21.97
Persimmon	1,550,000	18.06
Ash	1,518,000	19.80
Sugar maple	1,471,100	19.55
Red oak	997.200	18.84
hickory	422,000	25.38
and the state of t	122,000	20.00
Chestnut	401,000	20.01
White pine	166,900	88.93
Basswood	165,000	45.88
Elm	100,000	12.00
Spanish cedar	75,000	140.00
Birch	48,400	37.00
Sycamore	45,000	16.33
Cottonwood	32,000	19.13
Beech	25,000	20.00
Silver maple	20,000	16.00
Spruce	13,000	34.31
Southern white cedar	11,100	30.81
Black walnut	10,000	80.00
Red cedar		60.00
Mahogany '		149.64
Lignum-vitæ	207	285.75
**************************************	201	203.19
Total	423,665,507	\$ 14.80

The hardwoods make a comparatively poor showing. They amount to about 40,000,000 feet against 383,000,000 for softwoods. However, there are twenty-two hardwoods and only nine softwoods. Red gum leads the hardwoods in quantity, while elm is cheapest.

Fourteen industries are specially reported, and a number of others are grouped as miscellaneous. Nearly seven-eighths of all the wood reported is made into planing mill products, consisting principally of flooring, ceiling, and siding. The table which follows names the several industries and shows the quantity and average price of the wood demanded by each of them:

	Quantity Used	
	Annually	Average Cost
Industry	(Ft. b. m.)	per 1,000 Ft.
Planing mill products		\$14.22
Sash, doors, blinds, and general millwork		20.76
Baskets, fruit and vegetable packages		13,14
Boxes and crates, packing	6,160,000	13.03
Shuttles, spools, and bobbins	5,100,000	20.59

Caskets and coffins 3,607	7,000 14.59
Car construction	7,100 16.56
Furniture 1,518	3,000 13.46
Vehicles and vehicle parts	1,300 27.15
Ship and boat building	6,007 34.12
Handles 683	1,500 34.02
Fixtures	2,000 34.59
Agricultural implements 46	3,000 27.63
Patterns and flasks 40	0,500 63,36
Miscellaneous	6,100 34.05

The making of spools, shuttles, and bobbins is a comparatively large industry in the state, and more dogwood is reported in South Carolina than in any other state. It is made into shuttles. In the manufacture of this article from dogwood fully seventy-five per cent of the wood is wasted. In speaking of the shuttle the report says:

"The shuttle has an interesting history. It has come down from the old hand-loom shuttle which was thrown by one hand and caught by the other. At that time nearly any wood that was smooth would answer. But the power loom throws the shuttle by violent strokes with a stick, and few woods will long stand the blows. The life of the best shuttle is measured by hours, not years. Formerly Turkish boxwood was used almost exclusively. and it still has no known equal, but its use by the roller skate factories at high prices, took it out of the shuttle market years ago. The world has been ransacked for other woods. Persimmon and dogwood are the two most satisfactory, when all things are considered, but scores of others have been tried. Some quickly wear through, some become rough, others burst or break in a few minutes or within an hour or two. Some are too heavy, others too light. Steel cannot be used for this purpose; when made sufficently light the metal shell buckles and kinks. Dogwood, the diminutive tree which once had practically no use, except as gluts for splitting rails, and as distaffs for spinning wheels, has now become the most important wood in this country for the particular and highly important use of shuttle making."

In the manufacture of vehicles in South Carolina, yellow poplar leads all other woods in quantity, and only white oak is above it in price. The poplar is used for wagon beds and for buggy and carriage bodies, for which use no wood ranks above it. Hickory is next to poplar in amount, but its place is wholly different. It is made into spokes, shafts, and poles of light vehicles.

The problem of saving what was formerly waste is attracting attention in the state. The people realize that they are not getting so much out of their forests as they ought, and measures are being taken to remedy the weak place in this industry.

A report made three years ago, and quoted in the present one, shows a rather unusual state of affairs in South Carolina regarding lands and forests. There are said to be 6,000,000 acres in farms, 5,532,000 acres of forest, and 8,209,000 acres "unimproved." That classed as unimproved is understood to consist of areas cut over and burnt over, and left unprotected so long that they are simply "woods." Much of it is doubtless land from which the yellow pine was cut years ago, and it was never cleared for plantations, and never relapsed into forest again.

Those who wish to compare the quantities of different woods cut in the state with the amounts further used for manufacturing purposes, will find the sawmill cut for 1911 in the following table:

	montu reet
Yellow pinc	 533,552,000
Cypress	 18,426,000
Oak	 7,679,000
Yellow poplar	
Tupelo	 2,270,000
Ash	 1,652,000
Hickory	 337,000
Maple	 302,000

Cedar	218,000	Svermore	25,000
Chestnut	209,000	Beech	13,000
Hemlock	203,000	Birch	2,00
Dim	140 000	All others	101,00
Cottonwood	101,000		_
Walnut	32,000	Fotal	4.872.00



### Protecting Ties Against Wear



Editor's Note

At the annual meeting of the American Wood Preservets' Association at New Orleans January 20-22, the following paper entitled, "The Protection of Thes from Mechanical Destroaction, was read by Howard F. Weiss, director of the Torest Products Ladoratory at Madison, Wis. Ficure., diagrams and tables are omitted.

In 1907 the American Railway Engineering Association sent out a number of letters asking various railroad engineers what per cent of their ties failed from decay and what per cent from mechanical destruction. The replies in general were that about ninety per cent of oak ties failed because of decay, as against twenty-five per cent of cedar. In other words, the mechanical destruction of the ties varied from a minimum of about ten per cent for oak to a maximum of about seventy-five per cent for cedar. The many good results which have been and are being secured by timber treating engineers in protecting ties from decay are placing each year a larger per cent of our ties in the cedar class in so far as their mechanical life is concerned. This means that the problem of mechanical protection is one of increasing importance. It is a waste of preservative, effort and money to inject into ties an amount of preservative which will protect ties beyond their mechanical life because after the tie has once failed mechanically it is removed from the track and destroyed. With costly treatments, particularly such as are given by the full-cell creosote process, this problem is of immense importance to railroads, as it may mean a waste of hundreds of thousands of dollars yearly. If the tonnage of the road is light, as with many traction companies, the arguments here advanced for tie plating and more expensive fastenings are not of such immediate importance. In fact, in such cases it may often prove inadvisable to tie plate, especially if the ties are made of a hard wood. In this paper I wish to discuss briefly the protection of ties from mechanical causes of failure and will not go into the subject further than to indicate certain points of interest to timber treating and railroad engineers. By the mechanical destruction of ties I mean rail wear and spike cutting.

The protection of ties from rail wear is secured by means of tie plates. These serve two primary functions: (1) The protection of the tie from the crushing and pounding action of the rail due to the passage of rolling stock; and (2) the protection of the tie from the grinding action of the rail caused by its tendency to creep and vibrate.

A great variety of plates has been advocated to protect ties from destruction. They may be classed, however, as wood and metal plates. The former are rather extensively used abroad, and are also under test in this country. From the experience which we have had with then in different test tracks laid in co-operation with American roads, the results have not thus far been satisfactory. Wood plates offer little or no reinforcement to spikes when these are subjected to a lateral thrust; consequently, spikes are more likely to bend and rail spreading is likely to occur. Furthermore, the plates often tend to work loose from under the rail and if spikes are driven through them they split badly. In some of our tests, where wood plates were attached to the ties, they actually became imbedded in the ties. If the tie is slotted so that the plate can be inserted in such a manner that its upper surface will be level with the top of the tie many of these objections are overcome, but this method of treatment increases the cost of preparing ties for service and also weakens them.

More satisfactory results have thus far been secured, in our experiments at least, with metal plates. These vary considerably in

form, but may be classed into two types, viz., pronged or ridged plates and flat plates. The object of the former class is to imbed the plate in the tie, thus making it a part of the tie and assisting the spikes in resisting rail spread. The chief disadvantage we have noted to this type of plate is its tendency to gouge into the wood and at times completely destroy it. The untreated interior of the ties is thus exposed to the weather and decay is readily admitted. Flat plates do not have this objection, but are troublesome at times in that they become loose and rattle under the rail. Furthermore, they simply rest upon the tie and offer no reinforcement to the spike against lateral thrust.

A feature in tie-plate construction which has perhaps not been given the serious attention to which it is entitled is the size of plate for the kind of tie on which it is to be placed. A light. small tie-plate is of little or no value in protecting the tie from destruction. It is necessary to have the plate of sufficient surface area so that the crushing action of the rail will be distributed as widely as possible, and to have sufficient thickness, so that no buckling will occur. As is generally known, the various woods which are now manufactured into crossties differ very appreciably in hardness and in crushing strength. Cedar, loblolly pine, etc., are considerably weaker than black locust and white oak, for example. If cedar ties are interspersed in a track with white oak ties and the same sized tie-plates are placed upon both, the cedar ties are going to fail from mechanical destruction far more quickly than the white oak ties. That track is best laid which makes each tie carry its proportionate share of a passing load; therefore, to secure best result, tie-plates should be so designed that the unit loads placed on various kinds of ties will be approximately the same. Perhaps best results are secured by placing in the track ties of uniform hardness, at least in given stretches.

The Forest Products Laboratory has made over 2,000 tests on about seventy species of timber to determine their resistance to crushing when the force is applied at right angles to the grain as in the case of crossties.

I have taken as my standard for comparison with other woods a white oak tie. A number of woods are stronger than white oak, and hence the size of tie-plate which they would require would be smaller than that required by white oak. On the other hand, most of the ties have a less crushing resistance than the standard white oak tie, and for this reason require larger plates. There is a fixed relation between the specific gravity or dry weight of the wood and its strength; in other words, woods which are light in weight are low in crushing resistance, while woods heavy in weight offer considerable resistance to crushing. It might be claimed that this property of hardness or strength should be considered in fixing the price of crossties; that is, ties which have a low crushing strength, and which consequently require a large-sized tieplate in order to be protected from mechanical destruction, should, other things being equal, sell at a lower price in an untreated condition than similar ties which are heavier and which offer greater resistance to mechanical destruction. If this principle were carried out in practice it would result in some cases in a readjustment of tie-plates. It is felt that such a readjustment is warranted from the standpoint of efficient track maintenance.

The question has frequently arisen, "What effect have the different preservative processes upon the strength of ties?" This matter has been investigated by Dr. W. K. Hatt at Purdue University. The difference in strength between treated and untreated ties, except in the cases of those treated with crude oil, is so slight as to make this a matter of little practical importance. Of course, this statement assumes that the ties are properly treated and not injured by excessive heating or other causes.

The function of spikes is to hold the rail to the tie, which, analyzed, means that they must exert a resistance to pull and resistance to lateral thrust, the former resulting from the so-called "bumping" of the rail, the latter accentuated by the centrifugal force exerted by the train in rounding curves. As in the case of plates, a great many methods have been advocated for fastening rails to ties. The Patent Office is filled with devices aiming to secure this apparently simple end. I cannot even attempt to consider all of the various schemes advocated but will call your attention to three types of construction in more or less extended use. These involve the use of the cut spike, the screw spike, and the dowel.

The cut spike is by far the one most generally employed in this country. It is cheap, enables a quick laying of the rail, and is easily applied. When freshly driven in sound, heavy timber it also gives very satisfactory results. It has, however, been subject to severe criticism because it frequently becomes loose in ties and under such condition may cause an unsafe track. This feature has led to considerable experimenting in an effort to overcome these disadvantages.

The screw spike has been most successful thus far in removing the chief criticism levied against the cut spike, viz., its low holding power. Screw spikes, however, are more costly than cut spikes and more difficult to insert in the track. Their use, however, is growing and will doubtless continue to do so, as this form of spike possesses considerable merit. In a large number of tosts made at Purdue University, a part of which were conducted by the Forest Service, it was found that screw spikes had from 1.7 to 3.8 times the strength of common cut spikes against pull, and from 1.2 to 2.4 times the lateral resistance of the common spike. In round numbers one screw spike is about as efficient as two cut spikes so far as holding the rail to the tie is concerned.

The large number of ties cut from comparatively soft woods, such as loblolly pine, have encouraged certain roads to experiment with hardwood dowels. These are simply plugs of hardwood, such as red oak, usually creosoted, screwed into the tie. The spike is then driven or screwed into this hardwood dowel. By this method a very firm grasp of the rail to the tie is secured, and should the spike become loose and worn, the hardwood dowel can be unscrewed from the tie and a new one inserted. Of course, such a method of treatment is expensive; and, furthermore, it has a disadvantage in that it weakens the tie unless the ballast is kept in very good condition. Where it has been put to practical test this method has, however, yielded very satisfactory results.

This is a feature of preparing ties for service which is also of comparatively recent origin in this country. As by far the larger majority of crossties now in use are hewn, the problem of securing a uniform bearing of the rail or tie-plate on the tie is of great importance. Unfortunately, common practice in this country consists in adzing such ties after they have been treated. This removes the preserved layer of wood at the very point where its protection is most needed. In order to secure best practice it is absolutely essential to have the rail or tie-plate bear uniformly on the tie and unless the ties are adzed this result is rarely accomplished. Adzing is, therefore, strongly recommended, particularly on hewn ties, and the proper time to adze is before the ties are treated, and not after. While the mechanical adzing of ties is still in its infancy, it is quite likely machinery to do this work will become a part of the well-equipped tie-treating plant.

Another feature in too limited use at present is the boring of the ties for the insertion of spikes. When screw spikes are used it is absolutely essential to bore a hole into the tie in order to insert them, and if this hole is bored after the tie is treated the unprotected interior is more or less exposed to decay. Boring should, therefore, be preferably done before the ties are treated. Even with the ordinary cut spike, boring is of direct value. The spikes driven into a hole three-eighths inch in diameter has a greater holding power than spikes driven into the tie not bored. This is due to the fact that when a spike is driven into a bored ite the fibers are not crushed to the same extent as when no boring has been made.

The following general conclusions can be drawn from this paper:

(1) The increasing number of treated ties being used in this country is increasing the importance of protecting them from mechanical destruction because the problem of protection from decay is being rapidly solved. To secure best results, therefore, a protection of treated ties from rail and spike cutting is strongly recommended.

(2) It is believed that, other things being equal, the size of the tie-plate should depend upon the kind of tie with which it is to be used. Soft ties demand a larger plate than hard ties. It is felt that this fact should be recognized in fixing upon the price of various timbers for crossties.

(3) Preservative treatments with creosote and zinc chloride when properly made affect the strength of ties so slightly that any difference in crushing value is of little or no practical importance.

(4) On account of their holding power screw spikes are preferred to cut spikes and can be recommended where high-class construction is desired.

(5) Adzing and boring ties, particularly the adzing of hewn ties, prior to treatment, is considered of prime importance in preparing them for service. Adzing after treatment should be classed bad practice, as it exposes or tends to expose the interior of ties to decay at a point where protection is most needed.

#### The Value of Wood Structure Investigations

The study of wood structure which is sometimes referred to as xylology, has slowly but surely taken a definite place in the courses of study in the forest schools in this country. Although work has been done only on the most important native woods now in the markets, it is destined to receive considerable attention as the trade with foreign woods increases. Over two hundred kinds of timber from foreign countries are sold in this country and the question often arises as to the correct name and source of these different kinds. If the botanical specimens (leaves, fruit, and flowers) of the trees from which these woods are derived could be readily procured, it would be a comparatively easy matter to trace down their names by referring to botanical works in which such species are described. With reference to the woods alone it is an entirely different and often a more difficult task. Only a few of the commercial timbers have been thoroughly described and classified according to characters visible to the unaided eye and under the microscope. As the work progresses the various timbers of commerce will be described in detail and analytical keys worked out. These descriptions will be of inestimable aid in tracing down their correct names. The possibilities of this work are beginning to be realized and the activities by a few investigators indicate the growing importance of the subject.

The subject can no longer be regarded as a part of a course in botany or plant histology, but must in the future be treated, studied, and taught as a distinct branch of science. It is of the utmost importance that all well equipped students of botany, forestry, and related lines of work should be acquainted with the main facts of wood structure. Too much stress cannot be laid on the importance of a knowledge of wood structure to those who have to do with timber preservation, wood pulp industry, tie and timber inspector, contractor, and others. This importance is, however, further enhanced in the work of identifying wood by the structure, in which case it is not only paramount but fundamental.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

#### B 648-Wants Kiln-Dried Gum Flooring

New York, N. Y., Jan. 27. - Editor Hyppwood Record: kindly send us a list of the manufacturers of kiln dried red gum floor-

This concern has been given the names of a few manufacturers of the stock sought. Anyone interested may have the address upon request .- Editor.

#### B 649-Seeks Canadian Birch

Philadelphia, Pa., Jan. 28. Editor HARDWOOD RECORD: turnish us with the names of any Canadian mills who could furnish us 4/4 No. 1 common and better birch which would come to Philadelphia on

A list of Canadian mills producing this material has been supplied the above inquirer. Any Canadian manufacturers having birch to offer as specified, and desiring to be placed in communication with this possible customer, will be supplied with the address upon application .- EDITOR.

#### B 650-New York Mahogany Dealers

Vancouver, B. C., Jan. 18 .- Editor HARDWOOD RECORD: Would you be good enough to give us the names of say, three of the largest mahogany dealers in New York City? Thanking you in anticipation.

The information asked for has been supplied .- EDITOR.

B 651—In the Market for Cherry Cincinnati, O., Jan. 13.—Editor Hardwood Record: We wish you would kindly favor us with the names and addresses of mills manufacturing cherry in eastern Tennessee, Kentucky and West Virginia.

Thanking you in advance.

The names of cherry manufacturers in the territory mentioned have been forwarded to the above correspondent. Anyone in the states referred to having cherry to offer may have the address of the inquirer upon request .- EDITOR.

#### B 652-Seeks Auto and Buggy Bows

Cape Girardeau, Mo., Jan. 12 .- Editor HARDWOOD RECORD: Can you furnish me with a list of names of the makers of oak or ash automobile

A list as requested has been compiled and forwarded our correspondent. Anyone interested in getting in touch with above, can have the address by writing this office.—Editor.

#### B 653-Wants Persimmon

Kinghorn, Fife, Scotland, January 17 .- Editor Hardwood Record: We would like a list of persimmon producers. Thanking you in anticipation of your early attention to this matter.

This concern is a manufacturer of golf heads and clubs and wants this stock undoubtedly for its golf heads. Any concerns or individuals desiring information necessary to get in touch with this party can have it upon application to HARDWOOD RECORD .- EDITOR.

#### B 654—Regarding Cottonwood Panels

A recent issue of the Mail Bag department contained an inquiry for cottonwood panels for trunk work. After investigation HARD-WOOD RECORD printed the inquiry and in commenting on it said that cottonwood had not been used because of the difficulty in slicing it after steaming and the fact that it was difficult to glue it up without it having been steamed.

HARDWOOD RECORD is in receipt of the following communication, which rather refutes this suggestion:

Sedro-Woolley, Wash., January 23 .- Editor Hardwood Record: In the January issue of your paper we note in the Mail Bag department that you have a subscriber inquiring for built-up cottonwood panels and we note your reply.

In this connection we wish to state that we are large manufacturers of this material and inasmuch as you state you have never seen any of this wood glued up, we are mailing you under separate cover a sample of the trunk stock which we make from cottonwood. We do not steam cottonwood before gluing but cut it cold, air-dry for two or three weeks, then run through our dry-klin and glue up the same as we do our fir panels. We are using a vegetable glue in our glue room

We are selling this material to trunk manufacturers on the Pacific coast and would be glad to have the address of the party wishing this material as we have a San Francisco representative and also one at Los Angeles. The SLDRO VENEER COMPANY

HARDWOOD RECORD has received the sample referred to and it certainly looks to be first-class in every way.- EDITOR.

#### B 655-Wants Soft Maple

Philadelphia, Pa., Jan. 30. Editor Hardwood Record: We have been reading your book entitled "American Forest Trees," and we see on page 430 in the description of the silver maple or soft maple that the 'largest trees and the best wood grow in the lower Ohio valley.'

We should like you to put us in touch with several or more reliable firms upon whom we could depend for at least three cars per year running for a term of years, for the following kind of 10/4 soft maple. We know you have index cards but rather than go thru them we would prefer you to send us information of several concerns. The cost of this we would be willing to pay, and we hope you have something ready to hand which you can give us.

Soft maple-all 10/4. In the groups of 10%-90%-can be all one size or all sizes.

```
212" wide, 57" long
5" wide, 57" long
5" wide, 114" long
                        10%. All No. 1 or a high grade first and second.
232" wide, 111" long
8" wide, 16' long
```

8" wide, 10' long 8" wide, 57" long

5" wide, 16' long >90%. Absolutely clear-no defect 5" wide, 10' long

Can also be red gum if dry and perfect-no checks or warp.

Anyone wishing to be placed in communication with above inquirer

#### may have the address on application .- EDITOR. B 656-Seeks Soft Maple

New York, N. Y., Jan. 30 .- Editor HARDWOOD RECORD: We are anxious to find some 19/4 No. 1 common soft maple in a hurry, and would thank you very much to put us in touch with anyone whom you believe might have this stock.

The names of manufacturers of the stock desired has been supplied our correspondent. Those having soft maple to offer may have the address by writing this office .- EDITOR.

### Clubs and Associations

#### United States Chamber of Commerce to Hold Meeting

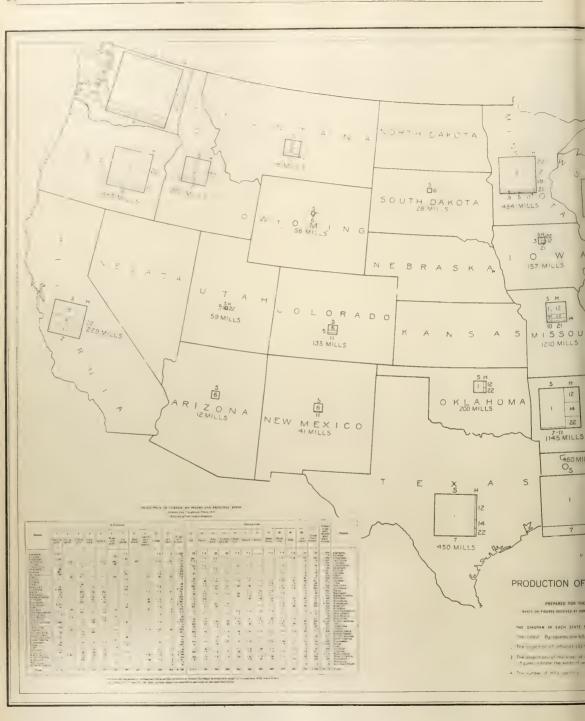
The second annual meeting of the National Chamber of Commerce will be held in Washington, D. C., February 11, 12 and 13. It promises to be a meeting of the greatest importance, and will be attended by many prominent men. It comes immediately subsequent to the declarations of the administration relative to various methods of corporate control. During the sessions the main features of corporate activity will pass under the scrutiny of the business men of the nation. The moment is crucial in the nation's business history, for corporations represent more than 300,000 business enterprises with over \$61,000,000,000 worth of stocks and over \$34,000,000,000 worth of bonded and other obligations, and touch every phase of the developmental activity of the nation.

Two entire days at the second annual meeting of the Chamber of Commerce of the United States, to be held in Washington, February 11 to 13, will be given to the subject of anti-trust legislation and the maintenance of resale prices. Anti-trust legislation will be discussed February 12. concentration of industry in the United States will be taken up first, The respects in which the Sherman law requires definition will be part of this discussion. Second, the abolishment of holding companies and of interlocking directorates will be considered. Third, the rights and privileges of private parties in invoking the aid of the Sherman law will be set forth. Fourth, the functions of a Federal Interstate Trade Commission will be discussed. The fifth point to be discussed is as to whether the trust form of organization is industrially efficient. Among the speakers will be President Charles R. Van Hise, University of Wisconsin; Louis D. Brandeis of Boston; Frederick P. Fish, former president of the American Telephone and Telegraph Company; Victor Morawetz of New York City; Prof. Henry R. Seager, Columbia University, N. Y.; Henry R. Towne, president of Yale & Towne Manufacturing Company, and former president of the Merchants' Association, New York City.

On February 13 the question of maintenance of resale prices will be opened for discussion by the Hon. Joseph E. Davies, Commissioner of Corporations. William H. Ingersoll of R. H. Ingersoll & Bro., and Donald Dey of Dey Brothers & Co., Syracuse, N. Y., will present two phases of the

At this annual meeting James G. Cutier of the Cutler Mail Chute Company, Rochester, N. Y., as general chairman of the standing committee on patents, trade marks and copyrights, will present his report.

(Continued on page 36.)





#### Lumber Output for 1912

The accompanying map, which gives the output of lumber by states and by species in the United States for 1912, was sent out by the United States Forest Service, as the first detailed announcement of the cut of lumber detailed announcement of the cut of lumber for that year. A brief summary was published a few weeks ago. A fuller report, with discussion of the figures, is promised for the near future by the Census Bureau.

The lumber total for 1911 was 37,003,000,000 feet, and for 1912 was 39,155,000,000, a gain of 2,155,000,000, or nearly six per cent. The increase was fairly well distributed over the country with no large advance or marked fall.

country, with no large advance or marked fall-ing off anywhere.

ing off anywhere.

The number of sawmills reporting in 1911 was 28,107, and in 1912 was 29,648, which shows an increase in mills of nearly six per cent. It thus appears that the increase in lumber and in mills corresponds almost exactly. In neither year were mills tabulated which did not show a yearly output above 50,000 feet. Those omitted may have numbered several thousand, but had their aggregate cut been included the effect on the total would have been inconsiderable. The average output per mill in 1911 was 1,318,000 feet, and in 1912 it was 1,320,000—only 2,000 feet difference.

The average cut of lumber per mill varies greatly, when different states are compared. The highest average is found in Arizona, the lowest in New Jersey. An examination of the table which follows reveals the fact that the average cut per mill is higher in the softwood regions than in those where hardwoods prevail. Softwood mills are larger, and the total vail. Softwood mills are larger, and the total vali. Softwood mins are rager, and the stand of softwoods in the whole country is believed to be about six times as great as the stand of hardwoods. The table below gives the average yearly lumber cut per mill in the different states in 1912.

different states in 1912.	
	Average cut
	per mill in
State	1912. B. M.
Alabama	
Arizona	
Arkansas	. 1.61,300
California	5,253,300
Colorado	651,900
Connecticut	506,900
Delaware	337,200
Florida	337.200 2,687.700
Georgia	\$42,400
Idaho	
Illinois	
Indiana	410 000
lowa	299,300
Kentucky	
Louisiana	
Maine	1,067,500
Maryland	430,800
Massachusetts	616,700
Michigan	1.880 000
Minnesota	
Mississippi	2,502,100
Missouri	348.700
Montana	
New Hampshire	1.086.100
New Jersey	
New Mexico	2.024 400
New York	2.024 400
New York	337,600
North Carolina	906,200
Obio	
Oklahoma	
Oregon	3,991,600
Pennsylvania	. 575,300
Rhode Island	636 300
South Carolina	1,189,300
South Dakota	750,000
Tennessee	
Texas	4,226,600
Utah	
Vermont	465,500
Virginia	735,100
Washington	E 002 000
Washington	
West Virginia	
Wisconsin	
Wyoming	. 250,000
C1-44-41-41 C 12-	

Complete statistics for the remaining four Complete statistics for the remaining four states, Kansas, Nebraska, North Dakota and Nevada, are not available, but it is known that the cut of lumber in them is so small as to be almost negligible.

of onterned from pane 33.)

#### Pennsylvania Lumbermen Hold Annual

The twenty second annual convention of the Pennsylvania Lumbernans' Association was held in the Hotel Walton, Philadelphia, on January 28 and 29. After the meeting of committees and board of directors, the convention was called to order at 2 P. M. on January 28 by President J. J. Millelsen of Mechanicsburg. After the roll call and the reading of the annual reports of the officers, the following topics were The Light D livery End of the Business; The Average De murrage Agreements; Our National Forests, and Local Associations.

On January 29, at 9:15, the delegates, by invitation of the Curtis Publishing Company, were escorted through its plant, a privilege and compliment which was much appreciated. The second session of the meeting was called to order at 10:30, at which the subject of Modern Road Building was discussed. Justin Peters, manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, then gave an emphasized talk on the advantages of mutual fire insurance companies. He was followed by the reading of the reports of the various committees. The election of directors then followed, and Henry Palmer, Langhorne; William S. Goff, Wilkes-Barre, and Theodore A. Mehl, Rosemont, were voted in for three years. The board of directors later re-elected J. J. Milleisen, president; Theodore A. Mehl, vice-president; T. J. Snowden, treasurer and J. Frederick Martin, secretary, which closed the business session.

A moving picture was then thrown upon the wall of the hall, through the courtesy of the Long-Bell Lumber Company, illustrating the lumber industry from the felling of the tree to the shipping of the lumber to the trade. At 1 p. m. 260 members of the association and their friends sat down to a sumptuous dinner. President Milleisen acted as toastmaster. Speeches were made by Hon. M. Clyde Kelley, congressman from Pittsburgh, who spoke on association work; Hon, Gifford Pinchot, who gave an interesting talk on forestry, and Hon. Charles R. Miller, governor of Delaware, who impressed upon the boys the necessity of a harmonious get-together spirit in trade. This wound up the most interesting convention in the history of the association.

The committee in charge of the entertainment was composed of Henry Palmer, chairman; C. Frank Williamson and Benjamin Stokes. The souvenir of the occasion is an artistically gotten up booklet in green and gold, the front cover inlaid with a square of highly-polished maple wood. It contains the names of the officers and the speakers, the menu, and photos of the officers and speakers, and was donated by the Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia; Lumbermen's Mutual Fire Insurance Company, Boston, Mass.; Lumbermen's Mutual Insurance Company, Mansfield, Ohio; Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind., and the Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio.

#### Forest Products Exposition Bulletin

With the approach of the Forest Products Exposition, which is to be given at the Collseum, Chicago, April 30-May 9, and the Grand Central Palace, New York, May 21-May 30, indications point to one of the most important, popular, attractive and result-producing industrial expositions that has ever been held in America. Reports and reservations of space from every section of the country and branch of the industry bear out the report of the management that every phase and part of the American

wood industry will be well represented and forming the great shop window of the industry, which is the fundamental purpose and ambition of the undertaking.

During the past two weeks some of the most important details of active participation have been decided upon definitely. Contracts are being let by the principal lumber manufacturing associations for their respective exhibits of the utility, possibilities and general advantages of their particular productions, while individual exhibitors are engaged in more or less elaborate preparations. At recent meetings several branches of the hardwood manufacturing industry have appointed committees with power to act toward representation; at the annual meeting of the Hardwood Manufacturers' Association of the United States the tight stave manufacturers took steps to cooperate with the slack stave manufacturers. the oak manufacturers decided on a definite plan to exhibit, the vellow poplar manufacturers decided to secure representation, and several other branches of the hardwood industry took up the matter with definite purpose. At the same time the American Wood Preservers' Association, at its meeting in New Orleans, appointed a committee with power to act, and space was secured at both Chicago and New York for an extended display, while the committee was authorized to undertake to secure joint display with the paving block manufacturers.

Among other reservations that have been decided upon are E. C. Atkins & Co., Clyde Iron Works, Barrett Manufacturing Company; Seattle Cedar Lumber Manufacturing Company, Mossman Wood Turning Company, and a number of others, while more than nifty individual manufacturers. producers, specialty concerns and organizations have practically closed for their representation. 'The space has been allotted for the forestry division of the United States Department of Agriculture for an extensive and most comprehensive demonstrating exhibit of the operations of this service in research and testing.

### With the Trade

#### Robert F. Whitmer Banquetted

Robert F. Whitmer, the well-known and popular head of the extensive lumber house of William Whitmer & Sons, Inc., has abundant reason to remember with pleasure his fiftieth birthday, which fell on Sunday, January 25. To commemorate it, 125 of his employees and business associates tendered him a complimentary dinner in the north garden of the Bellevue Stratford hotel, on the evening of January 24, which proved one of the happiest and most enjoyable social reunions in the history of the company. The decorations for the occasion were elaborate and artistic and the music of the choicest, as everybody was eager to show his appreciation of the pleasant relations which have always existed between employer and employee of this house. R. S. Coryell acted as toastmaster, and a number of acceptable speeches were made. A pleasant surprise awaited Mr. Whitmer, when F. H. Ely, in a neat and appropriate speech in behalf of those present, presented him with a handsome loving cup suitably inscribed. Mr. Whitmer acknowledged this token of respect from his employes and business associates in a speech which the boys pronounced a dandy. There is nothing that will bring about so effectually







F. J. PINE

GEORGE J. POPE

On January 26 the board of directors of the Lumbermen's Association of Chicago held a meeting at the association headquarters and elected the following officers for the ensuing year: L. W. Crow. president, Francis J. Pike, vice-president, George J. Pope, treasurer, E. E. Hooper, secretary.

the much preached efficiency in all business departments as cordial and friendly relations between the heads and their faithful subordinates, the truth of which proposition, it is needless to say, Mr. Whitmer has made a successful test.

#### A Big Arkansas Incorporation

The Sanitary Veneer and Barrel Company is the name of a new \$500 000 corporation recently organized in Little Rock. This company filed articles of incorporation with the secretary of state on January 31, and shows a capital stock of \$500,000, with H. I. Cutsinger of Indianapolis as its president; W. M. Kavanaugh of Little Rock, vice-president and treasurer; W. D. Cammack of Little Rock, secretary; Chris Ledwige, L. L. White and A. C. Read, all of Little Rock, are the other members of the board of directors.

This new concern purposes to erect a large manufacturing plant in the Factoria addition to Little Rock within the next ninety days. It comes to Little Rock as the result of negotiations on the part of A. C. Read and the Little Rock Chamber of Commerce. The Factoria Land Company, of which A. C. Read is general manager, donated a ten-acer tract in the Factoria addition, and the Chamber of Commerce has entered into an agreement to pay five per cent of the company's pay roll during the next two years, provided the company will employ more than 200 men, and provided further that the amount thus paid out by the Chamber of Commerce during the period will not exceed \$20,000.

It is the plan of the new company to erect a plant of such capacity as to employ from 400 to 600 men, with a daily capacity of 40,000 barrels. The company will manufacture a new form of veneer barrel. This barrel is said to be stronger, neater and more compact than the old style barrel, and is also so arranged that it can be readily shipped in a knocked down form, thus saving freight charges. The new barrel will be cylindrical in form, built of three-ply veneer, with a metal hoop in the center to give it strength.

#### Yeager Lumber Company Organizes at Buffalo

The organization of the Yeager Lumber Company, Inc., was completed on February 2 with the following officers and stockholders: Orson E. Yeager, president; F. G. Yeager, vice-president; C. A. Yeager, secretary; P. N. Yeager, treasurer. The last three men are brothers of Orson E. Yeager and have been associated with him for several years past in the administration of his business as Orson E. Yeager. The directors of the new company are F. G. Yeager, P. N. Yeager and Orson E. Yeager.

The Yeager Lumber Company, Inc., has purchased the entire stock, yard and equipment previously owned and operated by I. N. Stewart & Bro., 892 Elk street, Buffalo, which property adjoins the present location and provides the company with an exceptionally large and complete assortment of dry hardwoods with increased yard and shipping facilities. The capital stock of the company is \$200,000.

#### Death of DeWitt G. Courtney

The death of Dewitt G. Courtney occurred at his home at Charleston, W. Va., on January 29, 1914, in his sixty-sixth year. He was widely known as a business man and had tie, lumber and stave mills in Lincoin, Putnam, Kanawha, Boone and Greenbrier counties, West Virginia, and in Bath county, Virginia. At the time of his death he was president and largest stockholder in the Courtney Company. Mr. Courtney was also interested in oil, gas and coal in a number of West Virginia counties. On account of failing health he retired from active business about a year ago. The Immediate cause of his death was Brights' disease.

He was born at Grove City, Pa., December 15, 1848. He remained there, engaged in the lumber and stave business, until 1884, when he removed to West Virginia, where he took up the same line with great success. He was never married, and is survived by four sisters and two brothers: S. P. Courtney and T. E. Courtney of Charleston, W. Va., and Mrs. G. D. Roberts of Memphis, Tenn.; Mrs. Nancy R. Ulen of Grove City, Pa.; Miss Amanda and Miss Mary C. Courtney of Charleston.

The funeral services were conducted by Charleston Lodge 202. B. P. O. E., at his late residence, and the interment took place in Woodland cemetery at Grove City, Pa., after appropriate services at the Grace M. E. Church at that place.

#### Joins Forces of the Simonds Manufacturing Company

The Simonds Manufacturing Company, Fitchburg, Mass., and Chicago, Ill., announces that William Miller, who recently discontinued his connection as secretary of Henry Disston & Sons of Philadelphia after a service of thirty-seven years with that concern, has become affiliated with the former institution. Mr. Miller is one of the most experienced and efficient men in the saw, knife and file-making business and it is quite likely that no man is better known or more favorably thought of among the thousands of hardware dealers and sawmill men throughout the United States and Canada. He has been successful throughout his many years in the saw-making industry and brings to the Simonds Manufacturing Company his good will, energy, enthusiasm and a conscientious desire to see that the customers of this company are always furnished with goods of the highest quality. He has already taken up his new work in the executive offices of the Simonds company at Fitchburg.

#### Interior Finish Plant Being Overhauled

The work of overhauling and repairing the interior finish plant of Henry S. Koppin of Fenton, Mich., is being pushed rapidly and it is expected that machinery will be in operation very shortly. A. C. Standart, general manager of the company, states that the contract for new machinery has been let and that the machinery will soon arrive. The company has already purchased considerable lumber for operation.

#### Thornton A. Green Retires

Thornton A. Green, manager of the Greenwood Lumber Company of Ontonagon, Mich., sold out his interest and retired from that company at the annual meeting held at Houghton. C. H. Worcester, who has been associated with him since the summer of 1908, purchased Mr. Green's interest. At the same time Mr. Green purchased of the company all of its many thousand acres of cut-over lands and all that will be cut for some years to come. It is his intention to go into the land and timber business and he will more than ever devote his time to the development of Ontonagon county.

Mr. Green went to Ontonagon in 1900 to take charge of the sawmill of B. M. McMillen. The mill had just started to saw lumber and was one of the first to saw hemlock lumber in quantities in that district. The firm name changed in 1900 to C. B. McMillen & Brother, and a few years later to the C. B. McMillen Company, at which time Mr. Green bought a quarter interest and became general manager. The Ontonagon railroad was built by him and his associates in 1903. Mr. Green has been president and manager ever since and will still remain as president of the road. In pay many the mought out the McMillen Brothers and organized the company under the present style, Mr. Worcester becoming interested with him at that time. Mr. Green became secretary and general manager, which position he held until his retirement.







THE LATE DEWITT G. COURTNEY, CHARTINORNION A. GREEN, ONTONAGON, MICH. ORSON E. YEAGER, 190.8IDENT YEAGER LESTON, W. VA.

LUMBER COMPANY, INC., BUFFALO, N. Y.

Let us the very new indicate over 100 men and owns over 25,000 act. Let Las for our role in and 0 are Lake townships

At present I, H. H. G. who is a setal d with Mr. Worcester at Charsel M.ch. and the presented in the Greenwood Lumber Company, will supervise it clean open tens in connection with his supervision of the C. H. Worcester Lumber Company at Chassell, Mich.

#### Atkins Pioneers Dine

The Atkins Poincers, an organization of employes who have been associated with E. C. Atkins & Co., the saw manufacturers of Indianapolis, for twenty years or over held the fifth annual banquet at the Spencer House on January 31. Thomas F. Seery was general chairman in charge of the function; C. S. Bronson was chairman of extrainment; C. A. Newport, chairman of finance; Lotus Farmer, chairman of music; C. A. Newport, chairman of the programs; and W. O. Williams, chairman of the nominating committee. Those in attendance enjoyed an excellent dinner and a very post of a manufacture of the chairman of the committee of the post of the post

This function has been featured by the Atkins company as a recognition of the national services of its many old employes. The membership has been held up very steadily and it is interesting to note that twenty-five years ago the entire payroll of the Atkins plant was about 200, and of this 200 117 are still connected with the company. There have been, of course, the usual number of deaths while in the company's service. The roster has been shortened by the loss of seven men during the past year.

The ploneer gatherings are occasions for the full enjoyment of good fellowship and hearty fraternal spirit. They are a visible demonstration of the spirit which the Atkins concern puts into the manufacture of its various lines of goods and for which the company has been noted in its dealings for many years.

#### Veneer Concern Moves to Minnesota

Articles of incorporation of the Northern Veneer Company were filed recently, authorizing that company to start operations at Deer River, Minn. This is a concern removing from Spring Vailey, Wis., and it is now building its plant preparatory to starting operations early in the Spring. The incorporators are Thomas B. Wilson, Frank Pierce and Frank Carter of Menomonie, Wis., William Bahr and Roland Bahr of Deer River Minn. The capital stock is \$25,00.0.

#### W. D. Reeves Killed in Automobile Accident

Coionel William Dixon Reeves, head of the W. D. Reeves Lumber Company of Helena, Ark., one of the best known and most popular of the southern bardwood operators, was instantly killed at noon on Tuesday, February 3, near his bome in Helena. Mr. Reeves was leaving his residence with his son Dixon in his touring car, starting on an afternoon's hunting trip, but owing to the slippery condition of the roads, the machine began to skid badly. At the corner of Beech and St. Mary's streets it finally went over the edge of the steep incline and overturned, Mr. Reeves being caught beneath the steering wheel and very badly crushed. The son was picked up from the ditch badly shaken up but unhurt and the father was rushed to his home, where he died thirty numbers later in the presence of his family.

Mr. Reeves began his career in the lumber business about twentyfive years ago, locating at that time in Arkansas. His first sawmilling experience on his own responsibility started sixteen years ago when he began operating a mill at Helena in 1897. Since that time his operations have been gradually widening until he has at present attained a very prominent position among the ranks of southern hardwood operators.

The lumber trade in Chicago, because of Mr. Reeves' close association in this city, and also the trade in other prominent centers, will join with the city of Helena in the sincere expressions of deep regret at his untimely death, which occurred in his fiftieth year.

Mr. Reeves leaves a wife and four children, one daughter, Louise, being away at school. The other three children are Dixon, aged fourteen: Frank, aged ten, and Elizabeth, aged seven, who were all present when their futher passed away.

#### Boyne City Lumber Company Elects Officers

The annual meeting of the Boyne City Lumber Company, Boyne City, Mich., was held on January 27 in the Michigan Trust building, Grand Rapids, the following officers being re-elected: William H. White, president; Thomas White, vice-president; W. L. Martin, secretary; Henry Idema, treasurer. The directors are Louis H. Withey, Amos Musselman, George M. Barr, Claude Hamilton, Henry Idema, William H. White, and Thomas White.

#### With the Exporters

Among the matters discussed at the annual meeting of the National Lumber Exporters' Association, held in Chicago, January 22 and 23, was the question of the Liverpool measurement. As stated in an advance article on the meeting, the Liverpool measurement has become as trouble-some a matter as the London dock rules and their interpretation proved to be. In the case of the London dock rules, the National Lumber Exporters' Association finally, after a vain endeavor to get the foreign buyers to attend a conference with a special committee sent over to London for the purpose, drew up an agreement wherein the signers bound themselves not to ship except on the basis of the American rules, which agreement was signed by upwards of seventy per cent of the exporters. At the time the London rules were taken up the Liverpool measurement had

not attracted any particular attention, but since then the question has become a vital one, and occasioned much discussion at the meeting, which decided to refer the matter to a special committee yet to be appointed for recommendation. It is thought that Gustave A. Farber, the London representative of Russe & Burgerses, Inc., Memphis, will be asked to make representations to the Liverpool buyers in the interest of the National Lumber Exporters' Association, just as he did with regard to the London Dock rules. If the Liverpool buyers persist in their present attitude it is altogether probable that some agreement similar to the one adopted with regard to London will be entered into.

Through bills of lading also came in for extended consideration, but no final acticn was taken. The bill now before Congress, and which is known as H. R. 9771, was discussed in all of its bearings. It requires the railroads to issue and the steamship companies to recognize through bills of lading. The association did not actually indorse the measure, being disposed to consider it further and to await other developments, but it is felt that an effective solution of the problem lies in some degree of control over the foreign steamship companies, so that they can be held liable for flagrant disregard of contract requirements when it comes to taking lumber and logs within a reasonable time. At the present time the steamship lines avoid liability for demurrage, when cars are held loaded for an unlimited period, by the simple expedient of refusing to recognize through bills of lading, to the great embarrassment of the shippers.

#### C. L. Willey Makes Unusual Mahogany Purchase

c. L. Willey of Chicago announces that at the recent February malogary sales held at Liverpool his buyers made purchases that aggregate one of the largest and most remarkable mahogany buys in the history of the mahogany business. Mr. Willey's representatives took up a total of 926 mahogany logs of unusually large size and exceptional quality. These logs will aggregate about 1,200,000 feet of mahogany. They are already en route to Mr. Willey's immense plant at Chicago and it is expected that some exceptional vener will result from their manufacture. This is another one of the unusual purchases for which Mr. Willey has become noted during his career as a manufacturer of fancy wood veneer and lumber.

#### An Unusual Plant at Philadelphia

It is well worth the time, whether intimately connected with the industry or not; to take a trip to the Westmoreland street wharves, where the Pearson & Ludascher Lumber Company, manufacturer and wholesaler, at its fifty acres of ground, with mill adequately equipped, carries on a mammoth lumber traffic. Several hundred million feet of lumber can be stored on these grounds and still large spaces left. It has two concrete piers, one 110 by 641, the other 83 by 641 feet, with electric cranes and a twenty-seven feet depth of water, at which sixteen vessels can be unloaded at the same time. Railroad connection is direct to the wharves. By the means of a car-level platform at the plant, a series of cars can be loaded with manufactured lumber at one time for quick shipment. Solid concrete roads intersect the grounds which much facilitate the hauling by motor or horse.

The company's new mill, which is now in operation, is elaborately equipped with the latest and most approved machinery from the American Woodworking Machinery Company: Two fast feed planers and matchers, 15 by 4 inches; one fast feed double surfacer, 30 by 4 inches; one 15-inch molder; one 18 by 20-inch four-sided timber sizer; one 54-inch band resaw; one 50-inch band rip saw; one 30-inch three-saw guage edger, level rolls, transfer, etc. The first three machines are equipped with specially designed automatic feeding tables, as they feed at the rate of 300 feet per minute—too fast to be fed by hand. The motor power is derived from four 250 horsepower safety water tube boilers, one 1,000 horsepower Corliss engine, and one 250 horsepower Turbo-generator. The plant is lighted by electricity; which leaves nothing to be desired in the way of complete equipment. Visitors from distant parts of the country have been pleased to visit this model plant and have expressed themselves as surprised and edified by a trip through the grounds and mill under escort of the very courteous and obliging president, William L. Ludascher.

This company, with all its facilities for manufacturing and storing lumber, will be in the best of positions to handle the western product on the opening of the Panama canal. No essential preparation has been neglected toward this consummation. The other officers are Ralph Pearson, vice-president, and Paul P. Pearson, secretary and treasurer, both sons of Joseph T. Pearson, the wealthy box maker of this city. Mr. Ludascher is well known to the lumber trade, having been formerly a partner in Charles F. Felin & Co. This concern handles long and short leaf pines, white pine, hemlock, cypress of all sizes, dimension, etc., white and redoak, maple, hickory, etc.

#### Nineteenth Annual Pennsylvania Mutual

The nineteenth annual meeting of the Pennsylvania Lumbermen's Mutual Fire Insurance Company was held on January 27, President Edward F. Henson in the chair. There was a full attendance of members, who were gratified to find that in spite of a year of abnormally large fire losses the company has made a very satisfactory showing and is in a position to recommend a forty per cent dividend to its stockholders. Same officers were re-elected.

The president's annual report follows:

During 1913 the progress of your company shows		
	\$1	525 085 17
Increase of premains in force		28,000 78
Increase of net cash assets		20 984 66
Increase of surplus		6.706.27
Expiration return premiums paid in 1913 -10 per cent		166 107 16
Losses mourred in 1913-41.58 per cent		
From organization Lesses paid to Dec 31, 1913	\$1.	101 100 10
Expiration return premiums pand to Dec. at 1963		201100 - 10

Expectation return premiums paid to be ad 1843. S07.582.76

The history of all fire flaurance companies shows that certain years have proven to be years of loss, or at least years of less prosperidly.

The average loss ratio of this company for the nineteen years ending December 31, 1913, is 34.02 per cent of the premiums. The fires in 1913 certain the state of the premiums of the firest in 1913 certain the property of the premium of the

companies have their years of unusual prosperity as well as years of heavy leaves.

I am, nevertheless, very glad to report that, although we have suffered a depredation of \$13,720,00 on our securities, made a 40 per cent saving upon all renewals during the whole of 1913, used 20.48 per cent for expenses, and paid out 41.58 per cent of the premiums written for losses, yet we have been able to add the sum of \$6,706.27 to our surplus, because of the additional income from our own investments and because of income from inspection service on insurance placed through the office of Justin Peters. It is very satisfactory to have passed through a year of heavy losses, made our usual 40 per cent saving in full, and have added an amount—although a small amount—to our surplus.

Your attention is called to the statement on the enclosed leaf. You will note that the company is in good, sound, healthy financial condition, and your president is glad to recognize that the management of this company could not be in safer hands than that of his colleagues on the board of directors, each one of these directors being in the lumber business.

In view of the cood condition of the company, I am glad to be able to report to you that your directors have voted in favor of continuing the payment of the same 40 per cent expiration return premium throughout the year 1914.

### Pertinent Information

Building Operations in January

January makes a creditable showing in building operations. reports received by the American Contractor, Chicago, from 56 citles throughout the country show that building permits issued in those cities total \$37,152.920, as compared with \$40,361,949 for the permits issued in January, 1913. This is a decrease of 8 per cent, but the showing is an improvement over that for December, 1913, when 70 cities reported total operations of \$57,266,319. With a number of the larger cities yet unrepresented the total for the same cities in January will no doubt show a gain. Another interesting feature is that both New York and Chicago show rather notable losses. The loss for these two cities is greater than that in the entire statement, so that if they are omitted the statement would be favorable. The reason for his comparative decline in the largest two cities of the country is that the construction of buildings a year ago was very active. The supply of office room in the larger skyscrapers has been rather overdone and in that particular branch of construction work there will therefore be some moderation until demand for space more nearly equals the supply. It may be added that the cost of the skyscraper, as compared with that for the great majority of structures, is so great that a difference of one building turns the comparison sharply one way or the

It is gratifying to note the general improvement throughout the country. Many cities made heavy gains over a year ago. Among these may be mentioned, with their percentages of gain, the following: Cedar Rapids, 169; Duluth, 246; Grand Rapids, 318; Peoria, 274; Pittsburgh, 204; Seattle, 115; Shreveport, 141; Topeka, 179; Worcester, 233. Of the 54 cities, 30 show gains. The figures in detail are as follows:

	1914	1947	Gain	Loss
Akron 8	138, 150	\$ 208 230		34
Albany	149,065	91,030	64	
Atlanta	820,965	395 005		19
Baltimore	1 796 351	635 670	182	
Buttalo	Sales cieres	457 000	10	
Cedar Rapids	384 650	143 000	169	
C) trapids	50 170	108 725		
Chattanooga	4,666 800	6 902 000		32
Chargo				
Cincinnati	580,910	946,962		38
C.e. eland .	1,298 620	704 740	5-8	
Columbus	178.740	208 335		14
Directs	727 4865	417 750	7.5	
1911 ton	41 700	1,991 575		5965
Denver	209 318	181 000	246	
Detroit	2,636,260	2,029,605	30	
Dilloth East Orange	237 910	68 675	246	
East Orange	54 3555	92 955		9
Ft Wayne	1.5 350	64.075		45
Grand Rapids	341 240	81 625	318	
Hartforl	********	191 750	3.1	
Indianapolis	482,342	805.385	58	
Kansas City	884.265	569,405	55	
Los Angeles	1.182,246	2.078.736		43
	303 280	217 250	39	
		45 105	62	
Manchester	75 115			
Memphis	361,390	271,244	29	
Milwaukee	476, 135	441,211	4	

Minneapolis Vaskvilb Newark New Heven New titledis New York—	504 505 102 269 250 806 264 320 204 051	319,575 100,457 1,340,339 612,218 237,842	58 2	74 57 14
Manhattan Ituna Brooklyn Boro of Richmond Boro of Queens Total	4,419,142 1,410,252 2,459,290 80,514 1,151,914 9,521,112	4,740,786 1,716,088 3,213,091 68,881 1,115,340 10,854,186	17 3	15 23 12
Oakland Omaha Haterson Photoa Philadephia Philadephia		608,822 160,725 93,418 48,900 1,456,740 385,488	12 274 204	58 68 14
Richmond L. Louis St. Joseph St. Louis St. Thouland Louis Stratten	28.4 58.4 81.4 58.0 48,500 854,122 101,925	515,266 445,131 25,095 616,869 186,278	103 35	\$5 20 45
Seattle Sheavorit Sioux City South Rend Springfield, III. Syranise	1,200 580 184 500 75,125 26 740 29,410	560 775 76,502 92,525 14,150 38,304 314,275	115	20 23 66
Topeka Topeka Washington Wichita Wilkes-Barre Worch-ster	58,455 461,760 18,905 103,109	374,906 20,917 707,252 29,600 82,329 159,222	179 25 233	35 36
Total		\$40,361,949		8

### Hardwood News Notes

#### =≺ MISCELLANEOUS ≻=

The Medford Veneer Company of Medford, Wis., has increased its capital stock to \$100,000. The Queen Chair Company of Thomasville, N. C., has been adjudged

an involuntary bankrupt

The Southern Novelty Works of Mobile, Ala., has been incorporated with a capital stock of \$15,000.

The American Furniture Company has been incorporated at Shreveport, La., with \$50,000 capital stock. The Columbia Chair Company has been incorporated at Columbia, S. C.,

with a capital stock of \$50,000. The Westhus Furniture Company has been incorporated at St. Louis,

Mo., with \$100,000 capital stock. The Greenfield Wood Turning Company has removed its operations

from Greenfield to Columbus, Ind. The Central Hardwood Lumber Company of New Orleans has become

involved in an involuntary petition in bankruptcy. The Reeder-Newton Furniture Company has been incorporated at Green-

ville, S. C. The company has \$6,000 capital stock The Bloomfield Woodworking Company has been incorporated at Bloom-

field, Ind., with an authorized capital stock of \$6,000.

The J. H. Gerlach Company of Boston, Mass., manufacturer of interior finish and trim, has moved to Arlington in that state. The Sandberg Interior Finishing Company has been incorporated at

Little Rock, Ark., with an authorized capital stock of \$25,000.

The Lincoln Furniture Manufacturing Company has been incorporated

at Lincolnton, N. C., with the capital stock being set at \$50,000.

The Alexander Hardwood Company. Ltd., of Eunice, La., has been placed in receivers' hands, James J. Lewis and T. B. Milkey being the appointed receivers

The Robinson-McGill Buggy Company is an incorporated concern which has just started business at Pulaski, Tenn. This company has \$15,000 capital stock.

The Fort Pitt Box Company has been incorporated at Sharpsburg, Pa. This concern has been operating under that name, the incorporation bringing in a capital of \$25,000.

The Lauzon Furniture Company has been incorporated at Grand Rapids, Mich. C. E. Lauzon and E. B. Neeley are the incorporators and the concern will have \$15,000 capital, manufacturing living room furnitune.

#### ← CHICAGO >

The Foley-Williams Piano Company of Chicago is reported to have increased its capital stock to \$10,000.

The Ideal Automatic Show Case Company recently began business at 1910 North Campbell avenue, Chicago

The Western Wood Turning and Manufacturing Company has been incorporated in Chicago. This concern has \$15,000 capital stock. J. M. Wells of the American Hardwood Lumber Company of St. Louis,

Mo., spent the last few days with the local trade.

R. E. MacLean, general manager of the I. Stephenson Company of

Wells, Delta county, Mich., spent a few days in Chicago last week.
T. E. Jones, secretary and treasurer of the F. T. Dooley Lumber Company, Memphis, Tenn., made a business trip of several days' duration to Chicago last week.

Garrett Lamb of the Lamb Lish Lumber Company, Charleston, Miss., was a count visitor to Clarage

W. C. Calhoun, general manager of the Frost Veneer Seating Company, Shehovgan, Wis, spent a couple of days in Chicago last week.

A. R. Clas of the Falls Machine Company, Sheboygan, Wis., spent several days of last week in the city on business connected with the automobile show.

Frank Purcell, the walnut man of Kansas City, Mo., was in attendance at the recent exporters' meeting held at the Sherman House, this city.

Floyd Day, of the Day Lumber and Coal Company, Clay City, Ky., spent a few days of last week in the city on business.

Frank Fee of the Fee-Crayton Hardwood Lumber Company was in town

for a few days recently.

C. L. Faust, president of the Faust Brothers Lumber Company of Padu

C. L. Faust, president of the Faust Brothers Lumber Company of Paducah, Ky., was in Chicago for several days of last week. He was accompanied by Mrs. Faust. While in the city Mr. Faust conferred with his Chicago representative, J. F. Mingea.

A. R. Week of the John Week Lumber Company, Stevens Point, Wis., spent a few days of last week in Chicago on business.

R. S. Kellogg of Wausau, Wis., secretary of the Northern Hemlock and Hardwood Manufacturers' Association, was in Chicago Wednesday and Thursday of last week in the interests of his association work.

Birch Veneers. Also Elm, Maple and Basswood
WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO. Tripoli, Wis.

LET US QUOTE YOU

### JAMES & ABBOT COMPANY Lumber and Timber No. 165 Milk St., BOSTON, MASS.

# VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

#### This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

Fred W. Black Lumber Co.
2245 S. Crawford Ave. Chicago, Ill.

J. C. Knox of Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association, attended the meeting of the board of governors of the National Lumber Manufacturers' Association held in Chicago recently.

J. T. Phillips, general manager of the Diamond Lumber Company of Green Bay, Wis., was in the city for a few days of last week.

E. Bartholomew of John B. Ransom & Co., Nashville, Tenn., spent a few days in Chicago recently on business.

John D. Mershon of the John D. Mershon Lumber Company of Saginaw, Mich., spent a few days recently with the local trade.

The bulletin dated February 3 issued by the Hardwood Manufacturers' Association of the United States is quite an unusual publication of the kind. The design on the front page is particularly striking, being supposed to illustrate graphically the Hardwood Manufacturers' Association as between the producer and the consumer of hardwoods. The association is represented as the keystone in the arch formed by the producers on the one side and the consumers on the other. The whole bulletin is very well gotten up and really deserves close attention.

M. L. Pease of the Galloway-Pease Company of Poplar Bluff, Mo., spent a few days last week with the Chicago trade.

F. J. Roys of the Fullerton-Powell Hardwood Lumber Company of South Bend, Ind., was in Chicago on Friday and Saturday of last week.

#### =< NEW YORK >=

The new mill plant of the Santa Clara Lumber Company, 2 Rector street, is fast nearing the point where actual production will be under way. The reorganizing of the company's manufactory will put the entire plant in practically one big operation. The new branch was formerly owned by the Norwood Manufacturing Company at Tupper Lake. Hardwood flooring and finish will be manufactured in addition to soft woods.

John W. Love, who with Hamilton Love are the only partners in Love, Boyd & Co., as a result of the withdrawal of J. W. Boyd, will continue hendquarters in this city. He says the business will be continued as heretofore, excepting perhaps they may do less manufacturing.

The Morgan Millwork Company has moved its local headquarters to 6 East Thirty-ninth street, the Craftsmen's building. Five floors of the building are taken up by an exhibition of building materials and the Morgan company is showing some fine samples of its product, which includes doors, moulding and interior finish.

F. J. Cronin, representing the Meadow River Lumber Company, Rainelle, W. Va., was a New York visitor during the fortnight. He reports an improved inquiry for hardwood lumber and flooring and looks for a good year.

Fire on January 30 caused heavy damage to the plant and building of the Walker Piano Company at East Sixty-third street.

A big crowd and a good time are assured at the forthcoming dinner of the local trade. The date is February 19, at the New Biltmore, near Grand Central Terminal.

#### =≺ BOSTON >-----

The hardwood situation in this market at the opening of the present month seems to be one of anticipation rather than any marked change in the volume moving. Many of the large dealers seem to have an underlying confidence in the current year. The duliness which has become commonplace at this season is still with us, but its influence on prices is noticed only in certain items. There is no question that the hardwood market here is affected, especially in woods heretofore used more or less in finish, by the uncertainty of what is to be done in Pacific coast finish lumber via the canal. Items in the local press and trade news indicate that there are possibilities of supplies of suitable lumber in large quantities and low prices, to take the place of some of the hardwoods. Perhaps the weakening of poplar and gum might be attributed in part to these prospects. A slight falling off in plain oak is probably caused by pressure of some of the smaller mills who can make this stock to move some of it as it might be said that the weakening has not been so noted in the extra manufactured or what may be called big mill" stock. Along the same line quartered oak is stronger than it has been. The call for this wood comes in all thicknesses instead of a few, especially in those under 1 inch. Quartered oak strips and flooring seem in poor supply here, and there is call for them. Ash in general is strong, with brown ash still leading the southern. While there is not much beech used here the value is emphatically increasing, while maple and birch do not seem to have any noticeable changes. Sycamore is another wood which does not move in large volume, but has had for some time a constant tendency to high prices here. There is standing inquiry for walnut, but prices are hard to compare in general; if it is wanted very much, any price may be quoted on the higher grades, while the common and lower grades are about as they have been. Cherry is scarce in low grades, while common and upper grades are in good supply at about the recently prevailing prices.

The annual meeting of the Massachusetts Wholesale Lumber Dealers' Association was held in Boston January 21 at Young's Hotel. The officers elected were William E. Litchield president, Charles S. Wentworth, vice-president, E. C. Hammond, secretary and treasurer. Geo. H. Ellis of the Massachusetts legislative committee on railroads delivered an address, which in general received the accord of the meeting that action relating to our railroads should be constructive and carefully considered if we want to avoid a serious situation. This association voted to appoint a committee to draw up and submit the necessary charter and

other papers to incorporate the body. This will be an important step in its long and useful history

The reports are that the creditors of the Brett Lumber Company of Lynn, which recently assigned, will receive substantial dividends if the prospects of favorable adjustments of the estate materialize.

William E. Litchheld of Boston has been again selected to represent the Boston Chamber of Commerce at the convention of the National Chamber of Commerce in Washington this month. The field secretary of the latter organization, Harry F. Atwood of Chicago, addressed the Boston Chamber on February 5 and denounced the excessive legislation proposed in Massachusetts this year. It is noted, however, that there is much less aimed at the discouragement in this state of wooden building than there was last year.

It is reported that the well-known firm of Lawrence & Wiggin of Boston is to furnish the docking facilities for the new Boston & Pacific Steamship Line. It is understood that complete plans will soon be given out.

#### —≺ BUFFALO >=

The Lumber Exchange committee of entertainment, which will look after the convention of the National Wholesale Lumber Dealers' Association on March 4 and 5, will probably arrange the details for the hardwood convention in June also, although it has not been decided definitely. The opinion of some of the leading hardwood men is to the effect that this committee, of which M. M. Wall is chairman, is likely to serve for both conventions. President A. W. Kreinheder of the Lumber Exchange will also have general charge of the arrangements.

The hardwood business established by O. E. Yeager a dozen years or so ago has been incorporated and Mr. Yeager's three brothers are now connected with the company as officers. The capital of the concern, which will be known as the Yeager Lumber Company, is \$200,000, and the yard, which has recently been increased by the purchase of the Stewart yard, will be one of the largest in the city. Officers of the company are as follows: Orson E. Yeager, president; Frank G. Yeager, vice-president; Charles A. Yeager, secretary; Peter N. Yeager, treasurer.

George W. Appleby, a Jamestown lumber dealer, has bought the plant of the Ideal Furniture Company in that city, and it is said that a new company may be formed to operate it.

W. K. Jackson of Jackson & Tindle left here late last month for the firm's hardwood operations in Michigan to be gone about ten days. Stocks at the mills have been well sold up.

Nelson S. Taylor of Taylor & Crate, has been in the Adirondacks lately.

Mrs. Taylor accompanied him. W. W. Reilley left here on January 29 for San Francisco, where he takes passage on February 12, with Dr. and Mrs. Charles VanBergen, for

a three months' trip to China, Japan and other countries. R. D. McLean sailed last month for a vacation trip to Cuba, and Hugh McLean left immediately after the Memphis convention for a trip to the

I. N. Stewart has given up his Elk street office and is now looking after the building trade, having taken an up-town office with the general insur-

ance firm of John A. Murphy & Co. A. J. Elias was in Albany last month as a member of a delegation from this city which appeared before a legislative committee in the interest of

commission government. Anthony Miller states that the hardwood trade does not show much

Improvement this month, although there is about a normal business doing Davenport & Ridley have been getting in fair stocks of hardwoods from

Pennsylvania, chiefly oak and maple, and say that hardwood trade is fair F. M. Sullivan has been making a business trip to Michigan in the Interest of T. Sullivan & Co. The yard reports increased demand in a

number of different hardwoods. C. C. Slaght is still spending a great part of his time at his mill at Genesee, Pa., where his new summer log-house is nearing completion, with all modern improvements.

#### ───≺ PHILADELPHIA ≻

Wilson H. Lear, who carries between sixteen and seventeen million feet of lumber at his two yards at Front and Palmer streets, and Girard avenue and Fetzer street, and another stock of some eight million feet at his mill, has no fault to find with conditions. He handles lumber of every description, and no one is ever turned away for lack of the desired He is a thorough optimist and anticipates an early advance in trading all along the line.

Frank R. Whiting, president of the Whiting Lumber Company, says the wholesale shipments are still a little slow, but yard business has

livened up considerably during the last fortnight.

W. R. Taylor of the W. R. Taylor Lumber Company reports incoming business right along, but constant hustling is required. He is much Interested in gum just now; recognizes it as a comer, and so is pushing

Edwin A. Gaskill, son of Nathan B. Gaskill, this city, has associated himself with the Turkey Foot Lumber Company, Heidelberg, Ky. He will have charge of the mill and woods department.

It is reported that J. E. and Edwin Moore, Danville, Pa., have purchased 12,000 acres of timberland in Bath county, Virginia, from R. S. Turk,



# Gum

Can surface and re-saw, also fur-nish Kiln Dried Stock COTTONWOOD CYPRESS FURNITURE DIMENSION SYCAMORE YELLOW PINE

**Licking River Lumber** 

Company 114 Dean Bldg.

FOR PRICES South Bend.

Indiana

### The White Lake Lumber Co.

#### Northern and Southern Hardwoods CAR STOCK

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected

Send us your inquiries

Birch 1 car 8/4 L. R. Wisconsin White Oak

Progressive or Charge Type

### Condensing Lumber Driers

Designed and Constructed by

The A. H. Andrews Co. Chicago

Are Selected by Those Who Know

#### BECAUSE:

Their Temperature Regulation is perfect and convenient.

Their Humidity Control is practical and easy to accomplish.

Their Circulation is positive in action and large

Their Drying Time is reduced to practical minimum, owing to constant and correct conditions of Temperature, Humidity and

Their Results are ahead of all other Dry Kilns.

### RED GUM

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

## Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING

### **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum

200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum

75,000 ft. 6/4 Common & Better Red Gum 50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, MISS.
HARDWOOD LUMBER AND LOGS

# OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

### Southern Hardwoods —— Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK, Postoffice and Telegraph Office, HETH, ARK.

### ARCHER LUMBER COMPANY HELENA, ARKANSAS

Manufacturers of

### **HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY-RED GUM

Staunton, Va., and 7,000 acres adjoining, from the estate of Judge H. A. Holt and A. F. Matthews of Lewisburg, Va.

Fire visited the furniture factory of George W. Smith & Co., Inc., on January 21. The damage is estimated at about \$10,000.

The Southern Timber and Power Company, Wilmington, Del., was chartered under Delaware laws January 27, with a capital stock of \$100,000.

The annual meeting of the Sawdust Club of the Union League, which is entirely apart from the elaborate and exclusive function held always in December, and to which hitherton on publicity has been given, was held on January 23. It is simply a good fellowship and social dinner at which all business is eliminated. Frank C. Gillingham, who has been the president of the club from its beginning, is always re-elected. George Warner was elected secretary and treasurer.

#### =< PITTSBURGH >---

Gifford Pinchot, formerly head of the Forestry Bureau of the United States, has been chosen as candidate for United States senator from Pennsylvania on the Washington party ticket.

E. B. Hamilton of the Hamilton Lumber Company recently made quite an extended trip through northern Pennsylvania and western New York, and found things pretty dull.

The Foster Lumber Company is getting some nice contracts for 1914 and is selling all the lumber it can cut at its country mills. Most of this is oak and bardwoods for railroads.

J. J. Linehan, known to all lumbermen in Tri-State territory as an experienced hardwood man, has given up his office at 816 Fulton building and will in the future have his headquarters at Cleveland, where he will handle the stocks of the Mowbray & Robinson Company of Kentucky.

The National Casket Company of this city has let the contract for an additional 80x100 feet to its plant at Asheville, N. C.

The Kendall Lumber Company had a mighty good month in January and is well satisfied with the outlook for business this year.

The Aberdeen Lumber Company has been bringing up some big barges of gum and cottonwood, and President J. N. Woollett is trying hard to get his full share of business in this line.

The Henderson Lumber Company of late has been very fortunate in getting some good orders for hardwood contracts which will keep it busy much of the year. Most of these were in other cities.

The Allegheny Lumber Company reports a fine start for the year and says that prices are getting stiffer.

H. F. Domhoff, president of the Acorn Lumber Company, has added two more salesmen to his force. H. W. Henninger of this company has been in West Virginia recently buying some hardwood stock. The J. W. Cottrell Lumber Company is putting in a new mill at King-

wood, W. Va., on the Morgantown & Kingwood railroad, where it will cut oak and mixed hardwoods for railroad and mine properties.

The Duquesne Lumber Company had a fine month in January and is well satisfied with general business.

#### ← BALTIMORE >=

At the annual meeting of the stockholders of the Maryland Lumber Company, held at the Hagerstown Court House on January 20, the following officers and directors were elected: President and general manager, John A Denison; vice-president and attorney, Abraham C. Strite; secretary and treasurer, Samuel W. Sowers; directors, John A. Denison, Samuel W. Sowers, E. M. Huyett, W. H. Wyand, Ira K. Gruver, H. W. Shafer, Samuel S. Stouffer, Daniel A. Stickell, John G. Ernst and A. C. Strite. The company operates a mill at Denmar, W. Va., where it owns some 17,500 acres of timberland and a standard gauge railroad. The output last year was reported to be 124,514,556 feet of lumber, mostly bardwoods.

The new mill of the R. E. Wood Lumber Company of Baltimore, at Earhart, about seven miles below Bristol, Tenn., was put in operation about ten days ago and has now begun to run with considerable regularity. It is a six-inch band and will have enough stumpage to work on for several years. The company owns some 2,500 acres of timber which was acquired last summer. President R. E. Wood and General Manager G. L. Wood of the company have just made a visit of inspection to the plant, and have also gone to other operations, among them those in West Virginia and on Eagle Creek, Swain county, N. C.

According to information received from Winchester, Va., surveys have the completed and the route established for a standard guage railroad 100 miles long, through Grant and Pendleton counties, West Virginia and parts of Highland and Bath counties, Virginia. The railroad is to run from Petersburg, the southern terminus of the Hampshire Southern railroad, to the Hot Springs branch of the Chesapeake & Ohio, and it will be known as the Petersburg & Columbia Springs Railway. The stokholders are John Y. Hite, president of the Potomac Lumber Company and the Forest Lumber Company; A. R. Watson, John Marcus Hite, Lloyd Builey and R. L. Long of Fairmont, W. Va. The new road is designed chiefly to afford an outlet for the lumber from the sawmills of the two corporations mentioned. These plants have about 26,500 acres of timberland to draw upon and are turning out millions of feet a year, mostly hardwoods, which are accounted among the best in the section. The Potomac Lumber Company has a large mill in operation at McNeill, Hardy county, Va., but at present all of its output must be hauled to

the railroad by wagon, which is unduly expensive. There is a great abundance of white cak on the tract

The Morgan Millwork Company, of which C. H. Hanscom is president, has obtained a permit to erect a building of face stories and to cost about \$75,000, on a lot 124 by 160 feet, at 113 West North avenue. The structure will be used for warehouse purposes and is conveniently located to jour lines of railread

Wm D. Gill & Son have secured the contract to supply the city engineer's department with all the lumber and creosoted blocks needed this year for repairs to roads, bridges, sewers and streets.

The receipts here of mahogany from South Africa appear to be on the increase. The steamship Quernmore, of the Johnston Line, on her arrival January 26 from Liverpool brought not less than 419 logs of this would. Most of the shipment was consigned to western points

Representatives of two of the largest mahogany firms in the country visited Baltimore last week, they being Rhoderick S. Huddleston of the Otis Manufacturing Company of New Orleans, and Julius Spicker of the C. C. Mengel & Bro. Company, Louisville. Both arrived here almost at the same time, being on an eastern business trip. The two concerns, which are among the largest in the country, handle mahogany from Africa, Central America, Mexico and other countries, and always keep in stock large quantities of logs of every kind. Another shipment of West Virginia spruce was taken out on the Nor-

wegian bark Angerona, which cleared for Roasario, Argentina, South America, on January 23. The McCall-Dinning Company, ship brokers, attended to the Custom House details.

Herr Eugen Glacser, who stated that he was representing J. F. Müller & Sohn of Hamburg, the lumber and log importers, called on some of the exporters here last week and incidentally let it be known that be intended to open an office in the United States for the firm and take charge, buying both lumber and logs, and shipping them to the German port. In other words, he was to act as the permanent representative of the firm in the United States, indicating that he thought his employers could thus get a better inspection and lower prices than it has been possible to obtain through the established exporters. He thought of locating either in Memthrough the established exporters. He thought of locating either in Memphis or in Cincinnati, with his preference for the former city. If so, he would be in the market for oak, ash, hickory, walnut, poplar, gum, yellow pine and practically all other commercial woods. Mr. Glaeser is about thirty years of age, and has been in this country before, making occasional trips to study trade conditions.

President Fred Arn, of the National Lumber Exporters' Association, has appointed M. S. Baer of Richard P. Baer & Co.; H. E. Schadt, Hyde Lumber Company, South Bend, Ind., and W. J. Eckman of the M. B. Farrin Lumber Company, Cincinnati, to represent the National Lumber Exporters' Association at the annual meeting of the National Wholesale Lumber Dealers' Association, which meets this year in Buffalo.

#### ---≺ COLUMBUS ≻=

The Amherst Lumber Company of Amherst, O., has been incorporated with a capital of \$30,000, to deal in lumber, by William H. Schibley, C. W. Menz, A. Baker, A. E. Jenne and L. P. Lersch.

The H. D. Brasher Lumber Company of Columbus has been incorporated with a capital of \$60,000, to do a general wholesale lumber business. The incorporators are L. A. Brasher, E. G. Dillow, H. B. Walker, A. J. Hatch and G. D. Armstrong. The company was formerly a partnership with offices in the Columbus Savings & Trust building. Offices have been moved to the second floor of the building at Fourth and Gay streets.

The Western Lumber Company of Columbus has been incorporated with a capital of \$50,000, to do a general lumber business, by M. C. Sisson, W. B. Sisson, S. E. Robinson, B. E. Tanner and H. M. Robinson. company will have offices in the Wyandot building, and retail yards at London and Mechanicsburg. W. B. Sisson, formerly sales manager of the Sowers-Leach Lumber Company, is president; B. E. Tanner, vice-president, and H. M. Robinson, secretary

The Kendall Lumber Company of Pittsburgh has opened a branch office

L. Taylor & Son of Rarden, O., have purchased timber on the Mansfield tract near Sciotoville, and will move their sawmill to that place

According to the statement of the Columbus building inspector for the month of January, there were 122 permits having a valuation of \$178,740, as compared with 105 permits and a valuation of \$208,335 in January,

Much of the opposition to the Ohio workingmen's compensation law, which became effective January 1 of this year, is passing away and many of its enemies are becoming its supporters; but, on the other hand, there are a number of changes necessary before the law is a good one for all

W. H. Dawkins, W. E. Berger, L. N. Davis, Harry Ward, D. G. Dawkins, A. W. Booth, E. B. Berger and A. W. Abele were elected directors of the Dawkins Lumber Company of Ironton, O., at the annual meeting held recently

John R. Gobey of the concern bearing his name says there is a slight improvement in the hardwood trade in central Ohio territory and the outlook for the future is much brighter. Prices are being well maintained.

F. Everson Powell of the Powell Lumber Company says the hardwood trade is holding up well despite the business depression. The volume of business is gradually increasing.

### Tennessee Aromatic Red Gedar

(CAR LOTS OR LESS)

At Circultate to periote an exclusive coder yard at which point tow have in the kiperiological 1000,000 ft, of all the kineses of

We can inche hapment at your order in carboad lots or less than carboar of the day your order is to end of current defines for prompt and careful hand are unable to the approximation of the careful careful

LET US QUOTE DELIVERED PRICES

Write for interesting history of Tennessee Red Cedar

### Geo. C. Brown & Company

(Main Office) Proctor, Arkansas

(Twenty miles west of Memphis on C., R. I. & P.)

### MILLER LUMBER CO. Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shocks.

### Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

# **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better Soft Em Bone

Mark H. Brown Lumber Company

**Hardwood Manufacturers** Mounds, Ark.

Eleven Miles West of Memphis, Tenn.

#### OUR STOCK OF BAND SAWN

### Southern Hardwoods

is one of the most complete and largest in the state

We can readily fill any requirement in

#### REDGUM Oak, Ash, Elm

PAINSTAKING ATTENTION TO YOUR INQUIRIES

THE LANSING CO., Parkin, Ark.

### John G. Lockhart Lumber Co. Sheboygan, Wisconsin

We have the following DRY stock and will make special inducement to move in February and March:

40,000° 5 4″ No. 3 Soft Elm. 20,000° 5 4″ No. 3 Rock Elm 5,000° 5 4″ No. 3 Rock Elm 50,000° 5 4″ No. 2 and 3 Hembock Can ressaw above items. 40,000° 5 4″ No. 2 & Bet. Rock Elm 100,000° 84″ No. 2 and Bet Rock Elm 30,000° 12/4″ No. 2 & Bet. Rock Elm

75,000° 4°4″ No. 1 and Bet. Bass 150,000° 5′4″ No. 2 and Bet. Maple 200,000° 8′4″ No. 2 and Bet. Maple 200,000° 8′4″ No. 2 and Bet. Maple 200,000° 5′4″ No. 1 and Bet. Birch 30,000° 5′4″ No. 1 and Bet. Birch 30,000° 8′4″ No. 1 and Bet. Birch 40,000° 10′4″ No. 1 and Bet. Birch 20,000° 12′4″ No. 1 and Bet. Birch Birch is unselected Red all ln.

ABOVE STOCK CAN BE ASSORTED AS TO GRADES. CAN SAW OUT ON CONTRACT WELL BOXED MAPLE TIMBERS AND PLANK.

#### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

ASH

CYPRESS

GUM

All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.

No manipulation of grades.

Located on

COLFAX, LA.

Consumers' inquiries desired

#### OUR SPECIALTY - CRATING STOCK

WE MANUFACTURE

GUM, MAPLE AND OAK

PLANING MILL FACILITIES

M. E. Leming Lumber Co. CAPE GIRARDEAU, MISSOURI.

### Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

### Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville

Kentucky

Manager Hodd of the Virginia Lumber Company says the hardwood demand is being well maintained in central Ohio territory, with prices notifling search.

Secretary Benbow of the Sowers-Leach Lumber Company says there is a quiet market in hardwoods, although prices are not weakening to any extent.

F. B. Pryor of the W. M. Ritter Lumber Company says the volume of business in all lines of hardwoods is holding up well and the outlook for the tuture is bright. There is a good volume of business from yardmen and also from factories. Furniture concerns are expected to buy better in the near future.

The Bucyrus Lumber Company of Bucyrus, O., has taken over the Voll-rath mill at that place and will start operations in the near future.

The P. L. Frank Lumber Company of Ravenna, O., has been incorporated with a capital stock of \$50,000, to do a general lumber business. The incorporators are P. L. Frank, L. J. Frank, E. G. Frank, L. L. Boedwin and S. J. Frank

The sawmill at West Manchester, O., owned by W. R. Already, was almost totally destroyed by fire recently, causing a loss to exceed \$6,000. The mill was not protected by insurance.

The Toledo Screen Company of Toledo has filed papers with the secretary of state changing its name to the Toledo Lumber and Millwork. Company.

The Consolidated Tic and Lumber Company of Marietta has been incorporated with a capital stock of \$10,000, to carry on a general lumber business. The incorporators are G. H. Crawford, C. C. Middleswart, D. C. Savage, C. E. Sterner and J. A. Zimm.

The Springfield Planing Mill and Lumber Company of Springfield hasfiled papers with the secretary of state increasing its capital stock from \$20,000 to \$60,000.

The Gleaville Lumber Company of Cleveland has filed papers with the secretary of state increasing its capital stock from \$25,000 to \$50,000.

#### =< CINCINNATI >=

The Appalachia Lumber Company, formerly of Columbus, has established a yard in the St. Bernard district now so popular with lumbermen for yarding. It will have about two acres and will not yard stock at Appalachia, Va., any longer than necessary, shipping stock as soon as in condition to the Cincinnati yard, which will be the distributing point. This makes to date about ten companies who have recently recognized in Cincinnati both market conditions and distributing facilities second to none in the country and moved or established big branches here within the last year. Secretary-Treasurer Cortelyou recently said: "We had our offices at Columbus, but found it best to move into this market. There are more visitors seeking hardwoods in Cincinnati than elsewhere and naturally it will be easier to distribute lumber from this section. Then, too, there will be a shorter haul, which will make a considerable saving."

The officers of the Lumbermen's Club are to be congratulated over the success of the convention of the Ohio Retail Lumber Dealers' Association which opened up here last Tuesday and closed Thursday. The meeting was a success in every way and the usual hospitality of the club was not lacking. The visitors were royally entertained and were pleased at the very large attendance, more than six hundred having registered.

#### 

The Toledo hardwood field has an unique record in having, perhaps, one of the very few women managers of a hardwood business. Miss Elizabeth Keasey has filled the office of manager of the Keasey Pulley Company for the past several weeks and she has found the work so much to her liking that she will continue in her chosen field. The death of thelate Theron D. Keasey, president of the company and father of Miss Keasey, brought her to the acceptance of this office. The Keasey Pulley Company is one of Toledo's oldest and best-known lumber concerns. With the death of Mr. Keasey in early January the trade lost one of its ablest and most respected members. He was a tireless worker, and when the Keasey Pulley Company finally did abandon business after twenty-five years of industry, he worked until he had effected a complete re-organization. Then work at the plant was renewed. This was in March of last year. Up to date the company has been successful in renewing the old contracts and has gone after the new business with a determination that has opened the way for an abundance of new business. The plant employes nearly twenty men. The death of Mr. Keasey followed a three weeks illness. He was buried at his old home town, South Bend, Ind. He was sixty-seven years old. Miss Keasey had been associated with her father in the office for some time and knows the business.

The Skinner Bending Company's business is now in the charge of theseofficers, who were recently elected: C. V. Skinner, president; J. S. Dugan, vice-president; F. B. Anderson, secretary and treasurer.

The Gotshall Manufacturing Company reports an excellent business in-February, considering conditions.

#### =< INDIANAPOLIS >====

The Greenfield Woodturning Company has moved its offices from Greenfield to Columbus.

Wooden handles for hand tools will be manufactured by the Bloomfield Wood Working Company, organized and incorporated at Bloomfield by F. O. Hallock, E. A. Hicks and W. H. Woodall, with \$6,000 capital.

The Wisconsin Coal and Lumber Company of East Chicago has filed notice with the Indiana secretary of state of an increase in capitalization from \$25,000 to \$100,000.

William H. McHenry, a retired lumberman of Aurora, died at his home in that city a few days ago from paralysis. He was seventy nine years old and is survived by a widow and two sons.

William F. Stillwell, who was president and manager of the Henry Taylor Lumber Company, Lafayette, until that company went into the hands of a receiver, died at a sanitarium in this city recently. He had been a patient in the sanitarium two years. A daughter survives.

George Seeger, Sr., sixty-six years old and one of the oldest lumber dealers in Lafayette, died of heart failure at his home in that city a few days ago while talking with members of his family. He was formerly a member of the Lafayette city council.

Building operations are increasing in the city, which is regarded as an indication of improved business conditions. In January building permits issued amounted to \$450,000 as compared with \$305,385 for the corresponding month of last year.

With the purpose in view of maintaining the open shop in dealing with labor questions, the Associated Employers of Indianapolis has been formed. With the new organization are merged the Employers' Association of Indianapolis and the Commercial Vehicle Employers' Association. Many lumbermen belong to the new association.

# ==< MEMPHIS **>**=

James F. Stark, president of James E. Stark & Co. and vice-president of the Memphis Veneer & Lumber Company, will represent the lumber interests of Memphis and the Memphis territory at the hearing to be conducted at New Orleans February 12 in connection with the proposed establishment of a regional bank at this point. All the commercial organizations of this city, together with the various lines of activity, including the banks, will be represented by a large delegation, and everything possible will be done to secure one of these institutions for Memphis. Lumbermen's Club of Memphis some time ago adopted resolutions strongly favoring Memphis and the lumbermen have been prominent in the movement looking to the designation of Memphis as the home of one of the institutions. Efforts to secure a hearing at Memphis failed and then it was decided that a delegation should be sent to the Crescent City on the date indicated.

The Southern Hardwood Traffic Bureau has again been successful in a petition filed before the Interstate Commerce Commission. The latter has just handed down a decree in the case of this body against the Illinois Central and Yazoo & Mississippi Valley roads, whereby a rate of ten cents is ordered on shipments of logs from points south of the main line of the Southern Railway in Mississippi to New Orleans, as against the old rate of eleven cents. By virtue of this decree, the rate from points north of the main line of the same road is reduced from twelve to eleven cents. It is estimated that lumber firms here will effect an annual saving of about \$5,000 by the terms of this decision. The petition was filed in the interest of R. J. Darnell, Inc., Russe & Burgess, Inc., the Bellgrade Lumber Company, A. N. Thompson & Co., and other firms here having extensive timperland holdings in Mississippi.

Prospects are bright for the establishment of one or more hardwood mills in Clarke county, Arkansas, by McDonald Brothers for the development of the timber on 10,742 acres which they have just purchased from S. Thornton and others in that territory. The consideration was \$150,000. The transaction was consummated through the real estate department of the Union & Planters' Bank of this city. There is a large quantity of cypress, oak and gum on the property and it is announced that immediate steps will be taken for the development thereof. The purchasers reside at Pine Bluff, Ark.

J. K. Ingram, a prominent millman of Byhalia, Miss., who was recently shot from ambush by a negro and who has been in the Baptist Memorial Hospital here for more than a week, is rapidly recovering. It was thought that he had but little if any chance to recover, but he has safely passed the crisis and is gaining in strength every day. The negro who shot him has been arrested through the unusual efforts of about 250 men in the section tributary to Byhalia.

The Chamber of Commerce of Pine Bluff, Ark., has raised a bonus of \$2,000 with which to purchase a site for a large veneer firm in Indiana, and it is announced that the latter will erect a plant at that point, involving an outlay of approximately \$50,000.

The Arkansas Land & Lumber Company, Malvern, Ark., has begun operating its new mill at that point. Gilbert L. Mettison is in charge of the plant and A. Lanott is sales manager.

J. W. McClure of the Bellgrade Lumber Company has been re-appointed head of the supervisory board of mendicancy by Mayor Crump. He filled the position so successfully last year that it was desired that he should continue to look after that important municipal problem.

The new plant of the Usher Lumber & Manufacturing Company at Meridian, Miss., has been completed and placed in operation. It represents an outlay of about \$25,000 and will be used in conducting a milling-in-transit business, catering particularly to the wholesale trade.

J. T. Willingham, president of the Memphis Coffin Company, will head the delegation that will go from Memphis to Nashville to attend the annual of the Tennessee Manufacturers' Association to be held there in April. He is president of this body. The exact date of the meeting will be an-



# Walnut for Export

Thirty years' experience in the handling of walnut logs for export enables me to furnish guaranteed prime quality stock.

I am constantly in close personal touch with the source of supply of export walnut logs and know exactly what I am getting at all times. In fact, a number of the best foreign houses are taking up my logs on my own recommendation.

My supply enables me to fill orders of any size in carload lots without delay.

# Highly Figured Walnut

As a result of close personal supervision of log purchases my stock of highly figured walnut in long wood and stumps contains only the choicest in figure and curl that can be found.

All this stock is carefully selected to take care of a discriminating demand.

My figured stumps are all dressed closely and when shipped are practically in shape for

Youwill lose nothing by trying me on your next inquiry.

> FRANK PURCELL = Kansas City, Mo., U.S.A.

# MATHEWS STANDARD **Gravity Lumber Conveyer**



Made all steel, ball bearing rollers, eight foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable Jacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten vears.

Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.





# MEMPHIS

# Tschudy Lumber Co. St. Francis Basin Hardwoods

SPECIALS

Bandsawn. Dry. 75", 14 and 16 foot long. 150,000 ft. 1" 1 and 2d Clear Plain White Oak. 50,000 ft. 1" 1 and 2d Clear Quartered White Oak. 50,000 ft. 1" No. 1 Common Ash.

100,000 ft. 1" Yel. Cottonwood Box Boards & Panel.

Mill & Yards

ADDRESS CORRESPONDENCE TO GENERAL OFFICE 605 Republic Bldg. KANSAS CITY, MO.

# DUCAN LUMBER CO.

Manufacturers Hardwood Lumber
MEMPHIS TENNESSEE



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

nounced later. The decision to hold the next meeting at Nashville has use been reached by the occurd of governors. This association is finishing only its second year but it has a very large membership. Lumbermen of Memphis are prominently identified therewith.

The L. D. Murell's Lumber Company has opened offices in the Randolph building here and will engage in the wholesale handling of hardwood number. It is also making arrangements to take the output of some of the mills in this section. Mr. Murrelle, the principal owner, was until recently vice-president of the Dudley Lumber Company and before that he was admittined with Steele & Hibbard of St. Louis.

The Dudley Lumber Company has decided that it will open offices and yards in New Orleans to be used in handling its export business. These will be in charge of J. W. Wailace, who has been in the employ of the

Dudley Lumber Company for a long while.

The Forked Leaf Oak Company has completed the installation of its machinery at Heber Springs, Ark., for the manufacture of wagons and wagon stock.

Mathews & Glistrap of St. Paul, Ark., are installing a sawmill on the tract of 3,000 acres recently purchased in Franklin county. This irm has been engaged in the manufacture of cooperage stock but will discontinue this phase of its business. Machinery for the manufacture of chair stock will be operated in connection with the new mill.

The DeSha Land and Timber Company, with headquarters at Arkansas City, has been granted a charter under the laws of Arkansas. The capital stock is placed at \$200,000. Organization has been perfected by the election of the following: F. M. Lewis, president; Wallace Townshend, vice-president, and J. L. Parker, treasurer. But a small percentage of the capital stock has been subscribed.

The Detroit-Arkansas Logging Company, which purposes to conduct a general lumber business, has also been granted a charter. Headquarters are to be maintained at Arkansas City. The capital stock is \$100,000. B. J. Terry is president and treasurer and Jack Bernhardt is vice-president and secretary.

The Chess & Wymond Company, prominently identified with the manufacture and distribution of cooperage stock, has filed articles of incorporation under the laws of Arkansas. It is a Tennessee corporation and sets forth that it has \$236.101.65 in assets. Savage Mabry, with head-quarters at Mountain Home, has been officially designated as agent for service.

J. S. Kimbro has recently completed and placed in operation a new saw-mill at Monticelio, Ark., and that town boasts another new enterprise in the form of a big factory which is being creeted by the Sigman Stave Company. The latter will give employment to between 200 and 300 persons.

#### =≺ NASHVILLE >==

According to statistics collected by the Nashville Lumbermen's Club, the hardwood business of this city holds up well to the mark of past years. The committee of business men working to secure one of the regional reserve banks for Nashville under the new currency law has been gathering general data as to the financial and commercial affairs of Nashville, and requested the Lumbermen's Club to furnish an estimate of the volume of hardwood lumber business handled annually. The statistics committee of the club reported estimating the annual business at \$10,000,000, divided as follows: Pennsylvania, twenty per cent; New York, thirty per cent; New England, twenty per cent; Illinois, ten per cent; west and south, twenty per cent.

Charles M. Morford, president of the Nashville Lumbermen's Club, Capt. Wm. Farris and T. A. Washington have been named delegates to represent the club at the meeting of the National Wholesale Lumber Dealers' Association at Buffalo, March 4-5.

Liberal shipments of cedar posts have been arriving from points on the upper Cumberland river, being moved by water. Capt. Geo. Doubleday, a local steamboat man, said the supply of cedar in the upper Cumberland river is surprising. Middle Tennessee has been famous in the production of red cedar, and it has been feared that operations would clean up the supply. Reports that have been received from important cedar sections show that there is a second growth of cedar in some fifteen or twenty years that is very gratifying.

The Nashville Board of Trade and Commercial Club, leading business organizations, will soon be consolidated. The plans for consolidation are being perfected. Up to last week 1,900 members had been enrolled for the consolidation, and it is expected that several hundred more members will be secured. The final plans are to bring all of the commercial organizations in the city into affiliation. The Nashville Lumbermen's Club has voted in favor of affiliation. It is believed that ultimately all of the commercial bodies will have erected a modern skyscraper in the central part of the city, and get under one roof.

The Tellico River Lumber Company announces plans to have rebuilt its big plant at Tellico, Tenn. The plant was destroyed by fire some time ago, causing a loss of about \$150,000. The new plant of the company will have a daily capacity of 150,000 feet of lumber. The company is one of the biggest lumber concerns in east Tennessee.

The Walden Lumber Company of Memphis, with authorized capital stock of \$50,000, has been granted charter by the secretary of state. James E. Walden, Charles R. Miller, William J. Meyer, Henry C. Davis and M. C. Helchum are incorporators.

Secretary F. B. Fowler of the Indiana Lumbermen's Mutual Insurance company says the report that his cotage by contemplates leaving Tennessee is erromous. The company has a 2-ood basiness in Tennessee.

The Traffic Bureau of Nashville has elected the following officers for this year: Charles S. Martin, president; W. L. Davis, vice-president; Walter H. Clarke, secretary; John Coode, treasurer; T. M. Henderson, commissioner The bureau has mad a splendid proceed the past year in safeguarding the interests of shippers of Nashville.

W. A. Mackean of the Wood Mosan Company, New Albany, Ind., was a visitor to the local market and placed several orders for hardwoods for his company. Mr. Mackean was very optimistic in his views of the future possibilities of hardwoods.

or naranoous.

#### → BRISTOL >

A deal was closed here last week whereas the boughs a Waikbey Company of Elk Valley, Tenn, acquires all of the timber holdings of the Virginia Iron, Coal and Coke Company, near Tacoma, Wise county, Va. Lee McChesney of Bristol, who has been in charge of the Elk Valley (Tenn.) operations of the company, will have charge of the new operations to be installed near Tacoma. The new tract consists of approximately 20,000,000 feet of virgin hardwood stumpage. A band mill will be installed at once.

The Mondres & Robinson Company of Cincinnati has purchased an area of 40,000 acres of timberland in Clay and Leslie counties, Kentucky. The company has leased a water front at Onelda, Ky., and will put in booms there, eatching the logs that float down the three forks of the south fork of the Kentucky river and rafting them to the big mill at Heidelberg, Ky.

Most of the mills in this section are busy. Weather conditions during the past few weeks have been almost ideal for this season of the year, and as a result there is unusual activity in manufacturing.

There are numerous eastern buyers on the local market. They have left some nice orders within the past few days. They report the business outlook as much improved.

The Peter-McCain Lumber Company's mills here are running full time. The company has a large amount of stock on hand and has a big timber supply from which to draw.

G. L. Wood, general manager of the R. E. Wood Lumber Company of Baltimore, was here last week from Asheville, N. C. He visited his company's new plant at Earhart's, a few miles south of Bristol, where a logging road has been built and a large band mill installed.

E. L. Warren is now associated with J. A. Wilkinson, agent. Mr. Wilkinson has several men on the road and is moving a large amount of bardwood lumber, chiefly for export.

The installation of a new mill will be begun at once by J. E. Wilkinson of Dublin, Va., near Kingsport, Tenn., where he has purchased a good sized area of hardwood timber, located in the Chestnut Ridge section of Sullivan county. The lumber will be shipped out over the Carolina, Clinchfield & Ohio railroad.

W. R. Howard of Hopkinsville, Ky., is preparing to install a new mill near Harriman, Tenn., where he has purchased a tract of timber.

H. G. Guyan has returned to his home at Humbert, Pa., after spending some time in this section making arrangements for the installation of a large operation in southwest Virginia. Mr. Guyan has purchased a largearea of timber and will install a band mill and construct a logging railroad.

# ──≺ LOUISVILLE >

The Churchill-Milton Lumber Company is the style of the latest accession to the bardwood lumber trade in Louisville. John Milton, vice-president of the Booker-Cecil Company, and T. Smith Milton, sales manager of the Louisville Point Lumber Company, are the members of the new company, which is capitalized at \$50,000. Offices are in the Lincoln building, and a yard will be established, probably in South Louisville. The company will deal extensively in native bardwoods, and in view of the popularity and ability of the members of the company, success seems to be assured.

The Stemmelen Lumber Company, which has been operating in the local hardwood trade for some time, has been incorporated with \$30,000 capital stock, E. F. Stemmelen and his brother, J. A. Stemmelen, being the active members of the company. Offices are in the Keller building. The company plans to establish a large wholesale yard in Louisville or vicinity, and will complete plans along this line in the near future.

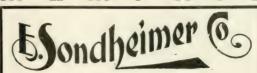
Reports have been current in the local trade for some time that the C. C. Mengel & Bro. Company is planning the erection of a large reinforced concrete sawmill building, which will house all departments of the mahogany manufacturing company. Officials of the company state that while the plans are under consideration, no definite decision regarding the erection of the mill has yet been made. The company has found the demand for its Mexican and Honduras mahogany in Europe to be excellent, two shiploads of logs having left Belize recently. J. C. Wickliffe, secretary of the company, is at present abroad investigating trade conditions.

R. S. Huddleston, general manager of the Otls Manufacturing Company of New Orleans, was in Louisville recently, and sold that he believes 1914 will be a corking good year. Mr. Huddleston has just completed a trip to leading markets, and has found sentiment, especially in the East, much more optimistic than usual at this time of the year.

more optimistic than usual at this time of the year.

Barry Norman, vice-president of the Norman Lumber Company, and for some time manager of the company's big mill at Holly Ridge, La., pleasantly

# MEMPHIS



RED GUM Wholesale Manufacturers and Exporters

SAP GUM COTTONWOOD

CYPRESS ASH

PLAIN OAK
All Grades and Thicknesses QUART

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick. QUARTERED OAK HICKORY SOFT ELM SYCAMORE

# VANDEN BOOM-STIMSON LUMBER COMPANY Manufacturers Southern Bardwards Quartered Only a Specially Memphis Tennessee

## TIMBER ESTIMATES

TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT GARDNER & HOWE

ENGINEERS

Clarence W. Griffith Department Manager, Memphis, Tenn.

# The Mossman Lumber Go., Inc.

# Manulacturors

plain and quartered red and white oak, ash, gum and poplar. :: :: :: ::

Memphis, - - Tenn.

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

# OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring

Bluestone Land & Lumber Company

WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock RIDGW

MILL FACILITIES

RIDGWAY PENNSYLVANIA

# CINCIN NATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

# Scientific Economists

preach curtailment of stocks. You can secure this result by buying mixed cars from us, as we can furnish Oak, Poplar, Gum, Ash and other Hardwoods, air or kiln dried; rough dressed or manufactured into

FLOORING, TRIM, MOULDINGS AND ALL CLASSES OF MANUFACTURED ITEMS

THE M. B. FARRIN LUMBER CO.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VICTORIAL HARDWOODS

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING
THE WALDWOOD OF THE PROPERTY OF THE PRO

surprised his friends in Louisville by getting married without previous announcement. The bride was Miss Martha Anne Dowling of New Orleans, where the wedding took place January 29. Mr. and Mrs. A. E. Norman of Louisville, parents of the bridegroom, were among those present. They have started housekeeping at 8011 Hickory avenue in New Orleans. The hardwood men of Louisville have sent Mr. Norman their heartlest congratulations.

The Louisville Hardwood Club recently considered a resolution to endorse the request of the railways for a five per cent horizontal advance, but no action was taken on it other than reference to a committee. The reason for this was that the local hardwood men are now backing a complaint to the Interstate Commerce Commission against such an advance in Southern territory, and it was felt that a resolution of the kind indicated would be prejudical to the Interests of the petitioners.

Lumbermen have had to keep their eyes open wide to continue posted on the legislative situation at Frankfort, all kinds of bills affecting the industrial situation having been introduced. The workmen's compensation situation is complicated, the coal operators and the labor unions having joined forces, apparently, for the purpose of getting a state insurance feature into the bill which is finally passed, while the manufacturers at large, represented by the Kentucky Manufacturers' and Shippers' Association, are opposed to state insurance, and also have proposed a schedule of compensation which, while up to the average of those provided in other states, is not as high as the labor bill provides. It is almost certain that a compensation measure of some kind, affecting every lumberman in the state, will be put through before the end of the session next month, The Finn bill, providing for an extension of the powers of the railroad commission, seems doomed to defeat, many commercial organizations having gone on record as being opposed to it. The Glenn bill, which would give the state fire insurance board absolute power over rates, and would almost certainly drive the fire underwriters out of the state, is also opposed by the business interests generally

The Louisville Veneer Mill is developing its lumber business rapidly. It is planning to enlarge its sawmill, and will carry a larger stock of lumber on its yard. Gus Smith is lumber buyer for the concern and H. E. Kilne is superintendent of the mill. The company recently sold 50,000 feet of red gum to the City Mill & Lumber Company of Louisville for use on the Puritan apartment building, one of the largest structures of the kind put up in Louisville.

——≺ ST. LOUIS >——

At the meeting of the new directorate of the Lumbermen's Exchange, held several days after the annual election, the resignation of George McBlair, secretary for several years, was banded in and accepted. Walter D. Dodd was chosen to succeed him. Mr. Dodd was formerly connected with the Yellow Pine Manufacturers' Association and for a while was in charge of the Kansas City office of the association. He has also been assistant secretary of the Southern Cypress Manufacturers' Association under George Watson. More recently Mr. Dodd has been connected with the National Lumber Manufacturers' Credit Corporation.

The following committees to serve during the present year have been announced by President Smith: Traffic—Charles E. Thomas, chairman; H. A. Boeckler and Jos. A. Hafner. Membership—Thos. E. Powe, chairman; Leo. C. Buder and F. C. Liebke. Public Affairs—W. R. Anderson, chairman; William Lothman, Jr.; E. H. Luehrmann and O. H. Sample. Fire Insurance—G. E. W. Luehrmann, chairman; Franz Waldstein and G. H. Cottrill. Re-inspection—Frank C. Moore, chairman; T. J. Noser and J. L. Benas.

During January, receipts of lumber by rail at St. Louis, as compiled by the Merchants' Exchange, were 14,480 cars. In January last year the receipts were 16,187, showing a loss in January this year of 1,637 cars. Shipments of lumber by rail last January were 10,339 cars. This January shipments were 10,377 cars, an increase of 38 cars this January, compared with the corresponding month last year.

A meeting of the officers and members of the standing committees of the St. Louis Lumbermen's Club was held at the Missouri Athletic Club early in January. Luncheon was served and plans were developed for great activities in the club during the present year. F. J. Riefling heads the membership committee. R. J. Fine is the chairman of the entertainment committee. The traffic committee has Thos. C. Whitmarsh, former president, for its chairman. W. E. Barns is the head of the publicity committee.

Secretary O. A. Pier of the Lumbermen's Club has sent out a circular letter to the various architects, engineers, contractors, etc., to give preference to lumber in building work. This letter also went to lumbermen's clubs, associations and lumber trade journals, urging the co-operation in the work started last October by the St. Louis club. Several responses have been received from clubs promising their co-operation.

#### =≺ ARKANSAS **>**=

The Chess & Wymond Stave Company, which recently purchased 1,500,000 feet of timber to be taken from the Ozark National Forest of this state, has re-organized its Arkansas business, with a view to cutting the timber thus bought. The company now has four large mills in Stone and Baxter counties, Arkansas, which are under the supervision of Savage Mabray of Mountainview.

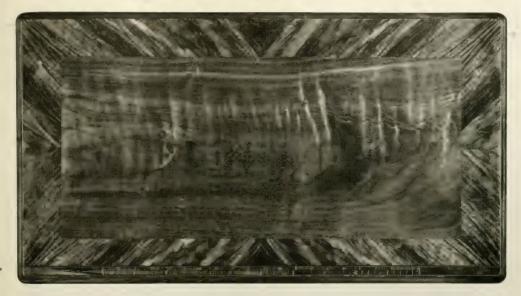
Mahray of Mountainview.

The National Cooperage and Wooden Ware Company recently bought from the Doniphan Lumber Company of Doniphan, Ark., all of the stave

# Perkins Glue Runs Absolutely Uniform and Is Applied Cold

This glue is protected by patents in the United States and Europe, granted to Frank G. Perkins, the originator of

# Perkins Vegetable Glue Suitable for High-Class Work



Here is a picture of a sewing machine top which was made in Germany. Notice the number of joints, the fine woods used and the delicate inlaying. All veneering on this top was done with Perkins Vegetable Glue.

Millions of sewing machines glued up with Perkins Glue are in homes all over the world—hot climates, cold climates, wet climates, dry climates—immune to every change in temperature and humidity.

We are ready to demonstrate to your satisfaction in your own factory that we can do your work.

It Costs You Less

# PERKINS GLUE COMPANY

806 J. M. S. Building,

South Bend, Indiana

LATEST IMPROVED DRY KILNS AND MACHINERY



# Monogram Brand White Oak Flooring

Perfectly dried and worked. Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty: Quarter-sawed White Oak Flooring

Thicknesses: %" and 13/16" Standard Widths

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASSWOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.
Isola, Miss.

Sales Office Cincinnati, O.

# SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

timber lying along and within two miles of, the Missouri & North, Arkansas rational, between Edgemont, Clebourne county, and Pangburn, Wrate county. The National Cooperage and Wooden Ware Company perently established a large stave factory near Heber Springs, Ark., and with manutacture all of the suitable timber from the above tract into muslod staves.

The Clark & Gay Manufacturing Company of Little Rock has recently decreased its capital stock from 880,000 to \$10,000. A certificate to this effect was filed in the office of the secretary of state of Arkansas on January 27. This company is engaged in the staye manufacturing business,

The Sandburg Interior Finish Company of Little Rock, on January 20, filed articles of incorporation in the office of the secretary of state, showing a capital stock of \$15,000. Algot Sandburg is named as president, Ab.A. Williams as vice president, and R. T. Bryson as secretary-treasurer.

A certificate of withdrawal from the state was filed in the office of the secretary of state by the Ferguson-Wheeler Land, Lumber & Handle Company of Poplar Bluff, Mo.

A new \$50,000 veneer plant will soon be erected at Pine Bluff, the owners being Indiana capitalists who have recently bought all of the gum timber owned by J. F. McIntyre & Son, hardwood manufacturers of Pine Bluff. This new enterprise will come to Pine Bluff as the result of negotiations through the Pine Bluff Chamber of Commerce, which has agreed to give a cash bonus of \$2,000 to be used toward purchasing a site for the new plant.

The Arkansas Handle Company of Little Rock filed articles of incorporation with the secretary of state of Arkansas on February 3. The authorized capital stock is given at \$10,000. The incorporators are: A.F.G. Wheeler, E. R. Morton, J. E. Griffin, E. E. Reedy and W. D. Brouse.

The Stigman Stave Company is rushing to completion a mill at Monticello. The plant when finished will employ some 300 men. The sawmill recently built by J. S. Kimbro on the Ashley, Drew & Northern Railway, near the Stigman company's plant, is now running on full time.

The Chicago Veneer Company of Danville, Ky., recently purchased the property of the old McKinnies Lumber Company at Clarendon, Ark., and will immediately begin the construction of a \$75,000 plant at that place.

The recent decision of the United States Supreme Court in the case of Chapman & Dewey Lumber Company vs. the St. Francis levee board, to the effect that the lumber company had no title to some 15,000 acres of land in Poinsett and Craighead counties, Arkansas, is regarded as of much importance because of its bearing on the question of title to about 125,000 acres of land similarly situated in eastern Arkansas, on the greater portion of which are standing large forests.

Arguments were heard last week by Judge Jacob Trieber of the United States District Court at Little Rock in the case of the United States vs. Lee Wilson & Co., which is one of the many suits recently instituted by the government to quit title in itself to the so-called "sunk lands" in eastern Arkansas. The government was represented at this hearing by Assistant Attorney General Willis N. Mills of Washington, D. C.; J. A. Tellier, also special assistant to the attorney general of Little Rock, and W. H. Martin, United States district attorney for the eastern District of Arkansas. The lumber company was represented by Coleman & Lewis. attorneys, of Little Rock, and Judge Allen Hughes of Memphis, Tenn. It is expected that Judge Trieber will render a decision in the case within the next few days.

This case will set a precedent for the other cases involving the title to all the lands similarly situated, and when it is reached by the United States Supreme Court, will virtually determine the question raised in all these various suits. The particular case now under consideration involves the title to some 900 acres of land in Mississippi county. Arkansas, and commonly known as Meon Lake.

# → WISCONSIN ≺=

The North End Furniture Company of Milwaukee has been incorporated with \$15,000 capital. The incorporators are H. C. Elwing, George Deppish, H. B. Moormann and George Diederich.

Articles of incorporation of the Doyon & Rayne Lumber Company of Albany have been filed, with a capital stock of \$15,000. M. M. Doyon, B. H. Doyon and George I. Rayne are the incorporators.

The Wood Tire Silo Company has been formed at Sheboygan Falls by II. E. Boldt, Julius Widder and George A. Robbins, with \$20,000 capital. The new company will supplant the Falls Stanchion Company, which is owned by the same persons. It will specialize in wooden silos and continue the manufacture of stanchions, water tanks, barn equipment and other former products. New additions have just been completed, being a 48x64 factory building and a 22x96 warehouse, both one story and of wood. The incorporators, as named, are president, vice president and manager, and secretary and treasurer, respectively. The new concern will triple the former output.

The Kiel Woodenware Company of Kiel has purchased the buildings, machinery and material of the Campbellsport Woodenware Company at Campbellsport. The Kiel concern, which conducts one of the largest box factories in the state, will equip the plant with some new machinery and modern appliances used in manufacturing cheese boxes. The buildings of the plant include a two-story factory, brick boiler and engine room and a large warehouse, all erected during the past five years. There are also logs and boils on the grounds. The Kiel Woodenware Company owns a large

tract of timber in the northern part of the state and operates a large saw and veneer mill at Mellen.

The stockholders of the Vesper Wood Manafacturing Company of Vesper voted to increase the capital stock from \$10,000 to \$50,000 at the annual meeting. The volume of business during the past year was reported a third greater than during the previous similar period. D. McVicar was elected president, W. H. Ludwig, vice-president, and E. C. Bennett, secretary-treasurer.

At the annual meeting of the stockholders of the Merrill Woodenware Company of Merrill the following directors were elected: J. A. Emerlch, president-manager; A. B. Nelson, vice-president; E. H. Staats, treasurer; H. H. Hoffman, secretary, and Matt Tockley. The Woodenware company recently purchased the Meyer box factory and site and will operate the same as soon as sufficient logs can be secured. It is planned to erect a new factory in due time for the manufacture of cheese boxes.

The Keith & Hiles Lumber Company, which is logging extensively this winter and will cut sufficient timber for a long run, has started up its

sawmill at Crandon.

The Arpin Hardwood Lumber Company has three logging camps in operation, with seventy-five more men in the woods than last season. The con-

cern has put on a night crew at the mill at Atlanta

The Willow River Lumber Company is receiving from twenty-five to thirty carloads of logs daily at the Hayward mill. When the bridge is completed it will enable the loading of hardwood logs. Work on repairing and overhauling the mill is progressing and operations will be resumed in several weeks.

The G. W. Jones Lumber Company of Appleton has begun operating its sawmill at Wabeno on the twenty-four hour schedule. Because of the backward season the lumbermen are doubling duty to get sufficient logs to the mill, many of which have been hauled by rail instead of wheels or runners.

The B. Heinemann Lumber Company has started its mill at Wausau for the season. Although logs have been coming in by rall in small lots, the recent snow has improved conditions so that work is resuming normal conditions.

The Washburn Company has shut down its planing mill at Sturgeon Bay after one of the best runs in its history. Although there is sufficient work in sight to keep the mill running, it is necessary to close down for six weeks to give the machinery a thorough overhauling and install a new boiler and engine

The Doyon & Rayne Lumber Company of Madison has filed an amendment to its articles of incorporation increasing its capital stock from \$17,000 to \$75,000

A deal has been consummated at Beaver Dam whereby Edward O. Sted-schlag & Co. of that city take possession of the Variety Wood Works plant located on East Third street. It is understood that the plant is to be enlarged, additional machinery installed, and operated by the new owners.

A new woodworking industry has been started in Appleton for the manufacture of wood hoops. It is the Millard-Chase Manufacturing Company, whose plant was brought to this city through the efforts of the Commercial Club. Quarters have been secured in a vacant factory and operations begun three weeks ago, with a daily capacity of 20,000 hoops. Fifteen racking machines are being used. At the present time the hoops are sent to Bay City to be planed, but planers will be installed shortly and the output increased to 50,000 hoops daily.

The mammoth plant of the Hamilton Manufacturing Company of Two Rivers, pioneer wood type manufacturer, will be enlarged by the erection of an addition. This will be an L-shaped structure 200 feet long and 60 feet wide, four stories high, of steel, concrete and brick construction. The old sash and blind factory in which the company began operations will be razed to make room for the new building. The force will be increased to 1,000 men.

The Foster-Mueiler Lumber Company of Hiles is erecting a modern plant to be used as a flooring factory. The structure will be 90 by 110 feet and will be equipped with electrically driven machinery. The dry kiln will be 220 by 20 feet.

The James Manufacturing Company, Fort Atkinson, is contemplating the erection of an addition to its plant. It is to be of brick and concrete construction, two stories high, 132 by 154 feet, and cost \$22,000.

The Western Parlor Frame Company of Plymouth has filed an amend-

The Western Parlor Frame Company of Plymouth has filed an amendment to its articles of incorporation changing its name to the Maxwell Company and empowering it to manufacture automobile and carriage hearse bodies. The concern is capitalized at \$25,000. E. Maxwell of that city is president and Edgar Roth of Cedarburg secretary-treasurer.

Upward of 1,000,000 trees will be planted by the Wisconsin State Forestry Board on the state reserve this spring. The Trout Lake nursery will furnish 1,200,000 trees, but 100,000 of these will be planted in state parks, and private owners will purchase about 100,000. Last year only about 100,000 trees were planted on the reserve. This year the planting will be mainly in Vilas and Oneida counties and will cover practically 1,200 acres. The new Tomahawk Lake nursery will be opened this spring.

The Heineman Lumber Company of Merrill has inaugurated a feature that will no doubt prove a fixture and of lasting importance in securing more pleasing relations between employer and employe, in the form of a dinner given the heads of departments. The first dinner was given Monday evening, January 19, at the Lincoln, and it is contemplated to make these meetings monthly affairs and to include both day and night men. W. H. McDonald of Wausau was the principal speaker.

# Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

# Genuine Forked-Leaf White Oak

#### Red and Sap Gum Red Oak and Ash

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

C Kraetzer-cured lumber will "stay where you put it."

I Dry kiln and oak flooring plant in connection.

 $\P$  We solicit the inquiries and orders of critical and discriminating buyers.

G For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

# A Great Profit-making Combination:

# Our Knowledge and Your Capital

For thirty-five years we have been engaged in gathering, storing and using information regarding commercial timbers of the western hemisphere.

We have spared no expense, no effort, no detail of investigation necessary to a thorough understanding of the elements of timber values.

Our information is yours to command whether you are contemplating the purchase or the sale of timber.

Our co-operation will be of advantage to both of us.

# James D. Lacey & Co.

Timberland Factors

Chicago, Ill., 1750 McCormick Building Portland, Ore., 1313 Northwestern Bank Bldg. Seattle, Wash., 1009 White Building

# TROUBLE?

Are you having any lumber trouble?

Does your oak warp, split, check or honeycomb in the kiln?

Does your gum stain, buckle, twist or do the bucking broncho act?

Do you have any difficulty with split panels and defective glue joints?

Do you have to dye, stain or refill your lumber to get a uniform color?

Do you have any reclaims on finished goods from bad glue joints, finish or other reasons?

You can cure all your lumber troubles by using

# Kraetzer-cure

You don't have to buy Kraetzer-Cured Lumber—you can produce it yourself from air-dried, half-dry or green stock.

Your lumber will then dry in your kilns quick, straight and free of all defects.

We will tell you where to buy Kraetzer-Cured Lumber, if you ask us.

We will tell you about the Kraetzer Preparator, the use of which insures the quick and accurate seasoning of lumber, if you ask us.

We will send you a new and interesting pamphlet involving the entire theory and practice of steaming wood under pressure, if you ask us.

ASK US

The Kraetzer Company 537 S. Dearborn St., CHICAGO

The Kenneld Lamore any Company of Washburn has closed negotiations for the purchase of a large tract of timber in the vicinity of Herbster, this county. It is estimated that there is probably a ten years' supply in that vicinity, which will mean operations at the local plant for many years. About 100 men are already engaged in the woods. The logs are dumped into the lake and will be rafted to this city to be manufactured at Washburn.

The Holt Lumber Company has started its sawmill at Ocento with about 200 men at work. The plant was shut down for several weeks for repairs, but is now working at capacity.

# The Hardwood Market

#### =< CHICAGO >=

Chicago usually seems to bear the brunt of any unfavorable developments, and this condition is now apparent, comparing the Chicago market situation with that of other hardwood centers of importance. It is not to be inferred from this that the Chicago trade is as a general thing in a pessimistic mood, but it is as a general thing more difficult to realize fair values for stocks in Chicago at present than in other centers. This is particularly true, it seems, with oak, which is actually selling considerably off in Chicago terri-There is, however, a better tone with some of the other woods, especially those going into box manufacture, as the box trade seems to be doing more than its share in holding up the general lumber market. There doesn't seem to be any really tangible reason why trade shouldn't be good in Chicago right now, as the furniture men are in fairly good mood after the exposition, and with plentiful money building operations are going ahead on a generous basis. The fact remains, however, that the Chicago trade is not in as cheerful a humor as it might be, but there is by no means a pre ponderance of direful predictions as to the future. It is confidently expected that the somewhat delayed development of the better conditions which have been promised will be apparent before very long. This prediction and hope seems to be borne out by really sound economic factors

The safest thing to say of the Chicago market at present is that the best prediction can be made within a few weeks from now, when it will be seen just how rapidly the improvement will develop.

#### =< NEW YORK **>**=

There is a decided tone of improvement in the local hardwood market and it would be hard to find a dealer who is not confident of good business from now on. The volume is still away below normal, but prices have firmed up considerably and with the exception of gum there are few concessions. It is realized now that stocks at mill points are not as heavy as might have been expected, and rather than be caught short some buyers are placing business for future delivery. The wholesalers are not so anxious for this kind of business as they were sixty days ago, because of the tendency towards higher prices. The conservative traders are hoping for a slow and steady return to normal demand and higher prices, and it seems now that this will be realized. One thing of favorable note is the talk among the trade—all are of the opinion that the dull season is at its end. And when they talk this way it usually develops in kind.

### =≺ BUFFALO **>**=

The hardwood market shows some improvement, and trade covers a pretty fair number of woods. January business at most yards shows a fair increase over the preceding month, while some dealers say that there was decided improvement. One good feature of the situation is the tendency to buy in larger amounts, which indicates that purchasers of hardwoods have allowed their supplies on hand to dwindle considerably. Prices are not up to any extent, compared with last month, and the desire to turn over stock makes some pretty low quotations at times.

The chief demand is in plain oak, maple and one or two other woods, although sales are well distributed over most of the list. Oak manufacturers say they are not willing to take orders for an indefinite period ahead at present figures, for they believe there will soon be an improvement and that lumber will be worth a good deal more than at present. Dealers are generally in favor of holding tight to stock, rather than to sacrifice it, and they are usually in position to be able to wait.

# =< PHILADELPHIA >=

With the exception of a slightly firmer market, there is no discernible change in the hardwood lumber situation from a fortnight ago. More liberal inquiries are reported, and in some lines an increase of orders; but on the whole an unbroken conservatism continues to be the rule. As to outlook, a persistent optimism prevails generally. While a boom or sudden rush of prosperity is not anticipated, it is the opinion of the logical and cautious merchants that a sane and substantial business beginning with March may be looked for during 1914, a prediction which is fortified by the general state of the lumber pile both at the manufacturing and consuming end. There are still a number who preserve a pessimistic attitude, but they belong invariably to the class of doubters who, as John T. Riley of Charles S. Riley & Co. says, "blow out the candle to see if it is dark." Market quotations continue about as pre-

to ask reported. Otk of a . Kirds help to rison ever maps to real ask held good positions, whesther, poper and essayed at quot

## → ✓ PITTSBURGH >

that is opining up slowly out start and bandword in more in many that the that 1941 has more in start in the start and the start and a disciplination of the start and in the start and the start and a disciplination of the start and the start and the start and an account contracting for half or two-thirds the amount of stock that they used last year. Other small concerns are taking about the usual amount for most of the concerns seem to prefer to wait until spring before receiving ansurage amount of the concerns seem to prefer to wait until spring before receiving ansurage amount of the total and the start and the best for header present of the start and who best for header present and the building operations are looking up, it is a little foo early to make any predictions along this line.

#### ——≺ BALTIMORE ≻=

The hardwood situation appears to be somewhat mixed just at present, reports about the state of the trade being rather conflicting. Some of the wholesalers state that they have struck a halt in their efforts to place stocks, while others say the volume of business done by them is quite satisfactory and that some improvement has been noted of late. The former also state that the offerings are quite liberal and that considerable pressure upon the market is encountered. The preponderance of opinion, however, appears to be that even though no decided improvement is to be shown, conditions are better than they have been, with buyers disposed to take stocks in fairly large quantities and with conelderable freedom. This condition may not be general, but it appears to hold good with respect to certain sections. Concerns with Canadian connections, for instance, find that the demand there is quite active and shows positive expansion, after a period when business was none too good, and when the Dominion suffered from tightness of money and from over-investments. It is also to be said that trade in the New England section also has picked up, though, of course, for the present, no big gains

Locally, the situation is about stationary, with the requirements up to what might be looked for at this season, and with prices little changed. The lower grades of poplar are still quiet, almost dull, while certain divisions of the chestnut business have reached a point rather close to duliness or even stagnation. These grades of chestnut are either in such large supply that a recession in prices has resulted, or the wants of the buyers have narrowed; but whatever the cause, they excite no interest, buyers have introved; but whatever the cause they cause. As a shout holding its own, with the lower grades moderately easy, but with the demand sufficiently brisk to avert any further easing off and with occasional signs of better things ahead. To be sure, the climatic conditions have been such that the mills found it possible to continue operations almost without interruption, and an exceptionally large quantity of lumber has been made during the winter, while the ordinary causes that restrict the consumption have asserted themselves. But in some directions an improvement so far as the needs of the trade are concerned has asserted itself, and troublesome accumulations have been averted. The exporters are in an expectant state. They have not so far been called on to greatly increase their forwardings, but the outlook abroad is deemed appreciably better, with stocks reduced and the foreign buyers disposed to meet the figures of the shippers. Oak planks and other items are in better shape, and the movement later on is expected to obtain impressive proportions.

#### =≺ COLUMBUS >=

Hardwood trade in Columbus and central Ohio has ruled steady during the past fortnight. There is a slight increase in the volume of business and prices as a whole have been well maintained. The tone of the market is good and future prospects are believed to be bright. Shipments are coming out well as the car supply is adequate for all needs. Collections are improving in most sections of the country.

One of the best features of the trade is the better demand on the part of retailers. After their inventories it was found that yard stocks are generally light and dealers are inclined to stock up a little to be prepared for the rush when it comes. All grades are in demand, as stocks were pretty well depleted.

Factory demand is also holding up well and the volume of business appears to be increasing. There is a good demand for materials from Tehicle and implement concerns. Furniture factories are expected to be in the market after the show period. Materials on hands by factories are

In the market after the show period. Materials on hands by factories are generally light, although they are buying only what they desire for immediate needs.

Indications are bright for active building operations in the spring, as architects and builders are busy on plans and figures. This is expected to sid the market as many of the structures are dwellings and apartments. Country retailers expect a good demand as there will be considerable building in rural sections.

Quartered oak is firm and prices are at the same level which has prevailed. Plain oak is also strong. Chestaut is another strong point in the market. Poplar is becoming firmer all along the line. Basswood and sah are both being well maintained. Other hardwoods are unchanged.

We offer the following stock of our own production, from good logs. Consists of good widths and lengths. Is band sawn and carefully edged and trimmed.

#### Quartered White Oak

4	4"	lsts	& 2nds	45,000	ft.
4	4"	No.	1 Common.	25.000	
5	4"	No.	1 Common	16,000	ft.
6	4"	lsts	& 2nds	5,000	ft.
6	4"	No.	1 Common.	15,000	
8	4	lsts	& 2nds	10,000	ft.
- 8	4"	No.	1 Common.	10 000	f+

#### Plain White Oak

4/4"	1sts	&	2nds							2,000	ft.
4 4"	No.	1	Common							350 000	
										65,000	
5/4"	No.	1	Common							35 000	ft

#### Plain Red Oak

4/4"	1sts d	2nds		 			250,000	ft.
4/4"	No. 1	Commo	n	 			250,000	ft.
4/4"	No. 2	Commo	n	 			125,000	ft.
5/4"	1sts d	2 2nds		 		٠	35,000	ft.
5/4"	No. 1	Commo	n	 			25,000	ft.
5/4"	No. 2	Commo	n.:	 			10,000	ft.

#### Mixed White and Red Oak

4/4"	No.	3	Common.					 245,000 ft.

#### Red Gum

4/4"	1 sts	R.	2nds								75,000	£4
4/4"	No.	1	Comm	on			٠				350,000	ft.
											17,000	
											200,000	
											100,000	
											39,000	
											75,000	

#### Sap Gum

4/4"	1sts	&c	2nds.										75,000	ft
5/4"	1sts	&z	2nds				٠	٠	٠	٠	٠	۰	50,000	ft

#### Cottonwood

3/4"	1sts	&	2nds,	6" & u	p.		 ٠		60,000	ft
4/4"	1sts	&	2nds,	6"-12"	٠.		 ٠		250,000	ft
4/4"	1sts	&z	2nds.	13" &	up	١			150,000	ft
									85,000	
4/4"	Box	Bo	ards.	13"-17"					250 000	64

#### Cypress

4/4"	1st	&	2nds									18,000 ft.
4 4"	No.	1	Shop	٠.								83,000 ft.
4/4"	No.	1	Shop	38	B	et	te	ľ		۰	 	14,000 ft.
6/4"	Sele	ct				٠.		۰				35,000 ft.
8/4"	No.	1	Shon	R	R	-	20	90				45 000 ft

#### Elm

12/4" No. 2 Common & Better.... 350,000 ft.

PAEPCKE LEICHT LUMBER COMPANY GENERAL OFFICES CHICAGO, ILLINOIS



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

# STOCK LIST - Dry Lumber on Hand January 1st, 1914

3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
1st & 2nd Qtd, Wh. Oak, 6" & up 46,000	75,000	20,000	78,000	80,000	*28,000	*12,000	*5,000			
1st & 2nd Qtd, Wh. Oak, 10" & up				6,000						
1st & 2nd Qtd. Wh. Oak, 12" & up					12,000					
No. 1 Com. Qtd. Wh. Oak, 4" & up 13,000	35,000		20,000	50,000	22,000					
No. 1 Com. Qtd. Wh. Oak, 6" & up				35,000						
Clr. Q. W. O. Sap Strips, 21/2-51/2"				45,000						
Clr. Q. W. Oak Strips, 21/2-51/2"				12,000						
1st & 2nd Pl. Wh. Oak, 6" & up 20,000	70,000	20,000	25,000	*100,000	*16,000	*15,000				
No. 1 Com. Pl. Wh. Oak, 4" & up 20,000	12,000	12,000		150,000	18,000	*40,000	27,000			
1st & 2nd Pl. Red Oak, 6" & up 40,000	35,000	26,000	34,000	100,000	8,000	*30,000	20,000			
No. 1 Com. Pl. Red Oak, 4" & up 23,000	25,000	25,000	22,000	300,000	12,000	*30,000	3,000			
No. 2 Com. Pl. Red Oak, 3" & up				*200,000	2,000	2,000				
Oak Core Stock				300,000						
1st & 2nd Q. Red Gum, 5" & up				10,000	5,000	6,000	15,000			
No. 1 Com. Q. Red Gum, 4" & up				12,000	3,000	2,000	5,000			
1st & 2nd Fig. Red Gum, 6" & up 30,000	25,000	15,000	30,000	15,000	4,000	2,000	2,000			
No. 1 Com. Fig. Red Gum, 4" & up 5,000	4,000	4,000	5,000	12,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up150,000	200,000	175,000	300,000	250,000	225,000	215,000	15,000	*15,000	*16,000	
No. 1 Com. Pl. Red Gum, 4" & up 87,000	75,000	60,000	90,000	400,000	50,000	30,000	18,000			
1st & 2nd Sap Gum, 6" & up 30,000	30,000	25,000	40,000	50,000	25,000	12,000	25,000	*12,000	*15,000	
1st & 2nd Sap Gum, 13-17"				80,000						
1st & 2nd Sap Gum, 17" & up				40,000						
1st & 2nd Sap Gum Stain, 13" & up				20,000						
Sap Gum Box Boards, 13-17"				60,000						
No. 1 Com. Sap Gum, 4" & up 28,000	30,000	40,000	50,000	75,000	40,000	*35,000	*12,000			
No. 2 Com. Gum, 3" & up 75,000	80,000	70,000	160,000			80,000				
1st & 2nd Tupelo, 6" & up				40,000						
No. 1 Com. Tupelo, 4" & up				15,000						
1st & 2nd Cypress						40,000	*12,000			
Select Cypress				60,000		60,000	*10,000			
No. 1 Shop Cypress				30,000		27,000	*15,000			
No. 1 & No. 2 Com. Cypress						40,000				

\*Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No. 1 Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and slat and to be absolutely free from stain. Kraetzer-Cured Lumber is of a soft, mild texture and uniform color.

We have facilities for kiln-drying and surfacing. We specialize on Oak timbers, switch and crossties, car stock, bridge and crossing plank.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

# ≺ CINCINNATI >=

Among lumber dealers there is the strongest feeling of optimism noticed for many months. There is no question of the demand increasing as the season advances, and trade just at this time is quite satisfactory. Prices have been a little off, but not much stock has been shipped by the manufacturers, who have been onto their job, as they did not care to accept business except on a reasonable basis; and the small producer with his poorly manufactured stock has had his inning; but the increasing demand forecasts the opportunity of the legitimate manufacturer of hardwoods who makes the grade satisfactory and furnishes stock that is right

The rush has not arrived as yet, but it is coming. Factories are beginning to start up in this section—that is, the few that have been shut down entirely-and the balance, that have been running on short time, are preparing for a much more liberal run. Dealers claim that there are more inquiries now than for the last several months, and much stock is moving as the result of recent ordering. Most of the old orders are practically filled. New business during the last few months has been mighty scarce, but the silver lining to the clouds is now visible on the horizon and dealers are a unit in anticipating nothing else but fair business for the immediate future and fully expect it to grow steadily better as the season advances. This applies to quantities as well as price

# ──≺ TOLEDO ≻

The present prospects of the local hardwood market are only fair. Prices are, however, holding their own, although lumber is being moved but slowly. The continued warm temperatures have softened the roads to such an extent that hauling is extremely difficult. Builders are taking advantage of the mild weather and are hastening their work. The big boon: in construction work of all kinds already outlined for the spring is the redeeming feature of the present situation and hardwood dealers are very optimistic. The future does indeed look "rosy" for the Toledo

# ====< INDIANAPOLIS >==

Hardwood lumbermen say that the spring outlook is brightening daily The number of inquiries that are being received is very encouraging and a number of very substantial orders have been placed. Business, of course is still below normal, but it is not believed this condition of affairs will long continue.

There is no complaint of car shortage, as receipts are arriving promptly and shipments are being cared for without delay. Prices are remaining A large business is not expected during the next few months, but It is thought the volume of trade will not be below that of the same season of last year.

## —≺ MEMPHIS >----

There is an increasing demand for hardwood lumber here and the market continues to show a better tone. Shipments during the latter half of January were appreciably larger than those during the first half of that month and February has opened with a better run of orders than was noted for the last fortnight in the preceding month. There is a growing belief in greater activity in practically all lines. This is borne out by the larger business which is actually taking place, and lumbermen believe that they are on the eve of a period of greater prosperity than they have witnessed for some time. There have been few advances in prices since the first of the year, though it may be noted that the lower grades of both cottonwood and gum are commanding better values than at that time. The low water in the Mississippi and its tributaries is affecting the movement of both cottonwood and gum, and one of the largest box manufacturers here is authority for the statement that offerings are rather restricted and that the tendency of prices is somewhat better. It may be noted in the same connection that the box factories are doing a large business and that their needs are quite full.

There is a good call for sap gum in the higher grades and values are well maintained. Red gum continues rather slow. Oak is selling in all grades of both red and white, while there is no difficulty in disposing of ash at satisfactory prices. The upper grades of cypress are relatively low, but there is a good demand for selects and shops, and prices are well held. The upper grades of cottonwood are affected by the scarcity of this material, particularly for future needs, and holders are disposed to ask somewhat fuller prices. Export business is comparatively slow at the moment and the prospects are not particularly brilliant at the moment for any decided improvement in that quarter, largely because of the consigned stocks on the other side, the tightness of money in some of the leading continental centres, the keen competition from Japanese and Russian manufacturers of hardwood lumber, and the high ocean freight rates on American exports via New Orleans. Exporters are proceeding on the theory, however, that there will be some improvement later, and they are getting their stock lists in good shape against the demand which they believe will materialize

#### =====≺ NASHVILLE **>**==

Hardwood dealers closed up January with a very satisfactory volume of trade, reporting business about the same as for January of last year, Prices rule about steady on hardwoods, none of the big firms conceding any reduction of prices. Quartered oak has been growing scarce on this market, with active demand. Plain oak is in good demand. Some busi-

# Mahogany and Circassian Lumber & Veneers

The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

• We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

**4** A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

# C. L. WILLEY, Chicago

Largest Fancy Wood Veneer and Lumber producing plant in the world

# WANTED

All Kinds of High-Grade

# **HARDWOODS**

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Best Indemnity at Lowest Net Cost Can Be Obtained From

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The Central Manufacturers' Mutual Insurance Company,
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\$126,000.00

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# The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

# U. S. Epperson & Company

Attorney and Manager 1101 R. A. LONG BLDG.

KANSAS CITY

s is being handled in poplar, chestnat, ash, hickory and other lines More impairies are being received, and jobbers are expecting gradual improvement of trade the next few months.

# $= \langle BRISTOL \rangle =$

Bristol lumbermen report business holding its own, with better pros pects for spring trade. Business is declared to be somewhat better since the first of the year, but it has been hardly as brisk as lumbermen had anticipated that it would be. The mills in this section have run pretty regularly during the cold season and the volume of shipments has been heavy, due largely to the fact that much business was booked ahead There is now unusual activity in manufacturing for this season of the year and the prospects for trade are considered as most encouraging.

# ==≺ LOUISVILLE >=

January was as good a month as was expected by hardwood men in this market, and February is showing a gradual improvement which promis to be marked before the end of the month. The practical completion of the furniture shows, the end of the inventory period, and similar factors have resulted in buyers being more inclined to order than they have been Some railroad business has come into the market, and this indicates that an avenue of consumption which has been almost closed for some time will be opened in accustomed volume. The demand for quartered oak is holding up well. Plain oak is selling fairly well, though not so well in proportion as quartered. Hickory is picking up somewhat. Chestnut continues generally quiet, except sound wormy. Poplar is not going very rapidly, but the general tone of the poplar market is showing

# =≺ ST. LOUIS **>**=

But little change has been noticeable in the hardwood market during the past few days. Stocks in the hands of the distributors here are in pretty good shape and are fully ample for all the requirements that may be made on them for a while or until the trade shows more briskness There is still an excellent demand for plain sawed oak, and ash and poplar are showing more life. Wide poplar boards are in particularly good demand. There is a fairly large movement of red gum reported and prices on the upper grades are higher. The upper grades of cottonwood are showing more life than they have for some time. The lower grades are also showing improvement. As to cypress, that wood is only in fair demand and prices are holding up. It is the consensus of opinion that there will be a decided advance in prices on many items that are scarce, as soon as the demand from the North and Northeast increases, which is predicted will come in the very near future.

#### =< MILWAUKEE ≻=

The interest of the lumber trade is centered just at the present time in northern Wisconsin and Michigan, where the slow progress being made in logging operations is causing considerable concern. There has been more activity in the lumber country during the past week, as a result of more snow and colder weather, but lumbermen say that unless several weeks of favorable weather are experienced the log output is bound to show a decrease this season. Camps were opened early in the fall and there was considerable timber cut, but up to a week or so ago there has been very little timber started to the mills. Hauling and skidding was almost impossible because of the soft weather, and only those concerns which were fortunate in being able to log near a railroad were able to ship many logs. Considering the general scarcity of stocks at the present time lumbermen say that there is sure to be a serious shortage of dry hardwoods next spring. Sawyers and other woodsmen are beginning to leave the camps, as most of the lumber concerns are not giving their entire attention to the work of rushing the logs out of the woods and to the sidings.

The trade outlook for the coming season seems to be growing brighter daily. General business is showing steady improvement in Milwaukee and about the state, and this is bound to react favorably upon the lumber trade. Most of the big manufacturing concerns of Milwaukce are taking on more men and are beginning to operate at normal capacity once more

Indications are that a new high building record will be established in Milwaukee this year. During the month of January, Building Inspector W. D. Harper issued eighty-two permits for the erection of buildings to cost \$342,858, as compared with seventy-five permits, representing an investment of \$266,446, during the corresponding period in 1913. Inspector Harper is confident that the building investment for 1914 will amount to

Milwaukee wholesalers are expected to meet with a substantial increase in business this month. The annual convention of the Wisconsin Retail Lumber Dealers' Association will be held in this city, February 17, 18 and 19, and a large attendance is expected. Dealers always take the opportunity to place some good orders when in the city to attend these annual conven-Most retailers are anxious to get their orders for stocks placed before higher prices are experienced and before stocks get any lower. There is still a tendency on the part of factory consumers to place orders for only enough stock to meet their present requirements. Stocks in the hands of these concerns are light, however, and a better business from this source is expected soon. Stocks of maple, birch and basswood are light and there is a tendency toward higher prices in these woods. Plain oak is still in leading demand among the southern woods.

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# CLASSIFIED **ADVERTISEMENTS**

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

#### **EMPLOYES WANTED**

#### WANTED

A bardwood lumber grader. Young man preferred. Inquire LUGER FURNITURE CO., Minneapolis, Minn.

#### WANTED

Two experienced hardwood lumber salesmen, one to sell hardwood in York State, the other in Massachusetts. Address Box 126, care Harnwood Record, Chicago.

#### EMPLOYMENT WANTED

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Sales-Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and un in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WANTED-WHITE ASH LOGS

100 cars good White Ash logs 8" and up in diameter, S' and up long. Will inspect at shipping point and pay cash.

THE LAFONTAINE HANDLE CO.

Decatur, Ind.

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES.

Timber estimates, surveys, maps and detailed reports as to actual stand, quality and logging conditions

THOS. J. McDONALD, Forest Engineer, East Tennessee Bank Bldg. Knoxville, Tennessee.

#### TIMBER FOR SALE

#### \$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 reet. For further particulars address

TENNESSEE HARDWOOD LBR. CO., Nashville, Tenn.

#### LUMBER FOR SALE

#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list. showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

#### FOR SALE, CHOICE DRY STOCK

150 M ft. 4/4 Log Run Soft Maple.

200 M ft. 5/4 Log Run Soft Maple. 80 M ft. 3" Soft Grey Elm.

100 M ft. 4/4 No. 1 Common Basswood.

All edged, trimmed and well manufactured. VAN KEULEN & WINCHESTER LUMBER CO .. Grand Rapids, Mich.

#### FOR SALE.

Car %" Otd. White Oak, common & better. Also car wide 1/20" sliced Qtd. Oak Veneer, Both bargains

H. C. HOSSAFOUS, Dayton, O.

#### FOR SALE-BEECH.

50 M ft. 4/4" No. 2 Common & Better Beech. 100 M ft. 5/8" No. 2 Common & Better Beech. Very fine stock

DUHLMEIER BROTHERS, Cincinnati, O.

#### **DIMENSION STOCK WANTED**

#### WANTED-DRY OAK SQUARES

Clear and Straight.

1 car 115x115x26, 28 and 30", mostly 26". car 1½x1½x30", car 2x2x30". 1 car 1%x1%x18". 1 car 212x21/2x30". SICKLESTEEL LUMBER CO., Detroit, Mich.

#### WANTED

Hard Maple and Beech Squares 42", 44", long, plump 1"x1". Must be clear and ight. If you have any to offer write us 48" straight. Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio.

#### POPLAR FOR SALE

2 cars 4 4 18" & up Panel & Wide No. 1. 2 cars 4 4 13" to 17" Poplar Boxboards, 2 cars 4/4 7" to 17" 1st & 2nds Poplar. 2 cars 4 4 Saps & Selects Poplar. 20 cars 4/4, 5/4, 6/4 & 8/4 No. 1 Com. & Better

Poplar. Anyone interested in any of above stock, write

us for delivered or f. o. b. mill prices and description of stock

ODENJELLIOTT LRR CO Riemingham Ala

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

# **DIMENSION STOCK FOR SALE**

#### MAPLE AND BIRCH FOR SALE.

1 car Maple and Birch, dry sound hearts, cut A. W. ZENISEK, Bowler, Wis. 3x4-4' long.

# WAGON STOCK WAYTED

#### WANTED TO BUY

several cars Oak Bending Strips 1 1/2 x1 1/2, 7' long.

Quote price and quantity you can furnish.

M. F. HINKSON, West Carrollton, Ohio.

#### WAGON STOCK FOR SALE

#### FOR SALE-MAPLE AXLES.

1 car well manufactured No. 1, cut 4"x5"x6" and 41/2"x51/2"x6'. E. E. GILBERT, Smithville, O.

#### TIMBER LANDS FOR SALE

#### FOR SALE-18,193 ACRES

timberland in St. Landry Parish, La. 76,770,000 feet of timber. Land subject to cultivation after timber is removed. For particulars apply J. E. DUNLAP, Plaquemine, La.

2,150 ACRES HARDWOOD TIMBER

in Mississippi. New railroad, short haul, low rate. W. L. ARCHIBALD, Oxford, Miss.

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

#### BUSINESS OPPORTUNITIES

#### BUSINESS OPPORTUNITY.

Wanted, partner and additional capital to take active int rest in going box concert, well located in Central Wisconsin, having four tail roads and satisfactory concentration rates on lumber in, and the product out. tion in the state. Exceptional opportunity. Ad-"ROX 125 care Hynnwood Ricon

### MACHINERY FOR SALE

#### FOR SALE

Iwo Pertage Sawmills 40 H P cach | Lion null has butting saws and long edgers together with steam pump which is large enough for ample are protection. Also several Swheel bewagons, one heavy team of oxen thre you This material is in first-class condition and can be inspected upon the grounds. We might nese tiate for part payment in lumber. Communicate with J. P. Lynch, Manager, JOHN SCHROLDER LER CO. Georgetown, Miss.

The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers. dealers and consumers.

#### LUMBER WANTED

#### WANTED TO BUY

Three cars 2x2x18" White Oak Squares. DUHLMEIER BROS., Cincinnati, Ohio

#### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECone. If you have a large stock you want to cell try a few lines in this department and see what a lot of inquiries they will bring you.

#### MISCELLANEOUS

WANTED-HARDWOOD LUMBERMENto try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tailies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,

537 So. Dearborn St., Chicago,

If you are not a subscriber to HARDWOOD REC-ORD and have a suspicion that you would like to see a copy, it is yours for the asking.

# **GIBSON** TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets-41x8, inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for compli-

cated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired. Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability-covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



#### PRICE LIST

Aluminum Tally Covers, perdozen - \$1.00

Patented triplicate Tally Tickets (stock form) Single sheet manila (stock form) Tally Tickets,

Specimen forms of Tally Tickets mailed on applica-on. Covers sold on approval to responsible concerns,

Manufactured by

Hardwood Record 537 S. Dearborn St., CHICAGO

# CHICAGO

# E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock 819 FISHER BLDG

# Factory Lumber

GRAY'S HARBOR SPRUCE SOFT YELLOW FIR WESTERN SOFT PINE DIRECT MILL REPRESENTATION B. Nettleton LIGS Fisher Build



# MAKE BOX SHOOKS LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

The Peter Gerlach Co., Cleveland, O.

If you want to get in touch with 3000 Live Wire Buvers of Hardwoods

it will pay you to find out about

#### BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet-

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It will prove a revelation to you.

# HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., CHICAGO



# AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD

537 South Dearborn St.,

Chicago, Illinois

# Kiln Truck



We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

> Always a large stock of material on hand. Can make prompt shipment.

The National Dry Kiln Co. Indianapolis, Ind.

# Baldwin Geared Locomotives

are built for severe service on steep grades, sharp curves and uneven tracks.



They are symmetrical in construction, with central drive and gears of selected material.

Further particulars will be gladly furnished on request

# THE BALDWIN LOCOMOTIVE WORKS PHILADELPHIA, PA., U. S. A.

Cable Address:- "Baldwin, Philadelphia"

CHARLES RIDDELL C, H, PETERSON. F, W, WESTON. GEORGE F, JONES A, WM, HINGER 625 Railway Exchange, Chicago, Ill. 1614 Wright Building, St. Louis, Mo. 50 Church Street, New York, N. Y. 107 Travelers' Building, Richmond, Va. 722 Spalding Building, Portland, Oregon



THE RUSSEL COMBINED SKIDDER AND LOADER IN OPERATION

Russel Logging Cars are built to stand severe service, of any capacity desired or to suit any length of log.

# Logging Economy will interest you

The most convincing proof of any machine's efficiency, next to a personal trial, is the expression of those who have used them.

We shall be pleased to furnish you with the proofs or the names of the operators who will be glad to show you the machines in operation.

The Russel Combined Skidder and Loader has demonstrated itself to be superior in design and construction. The great decrease in cost and increased efficiency of logging is bound to appeal to the operators.

Russel Wheel & Foundry Co., Detroit, Mich.

# No You Know Are Missing If You Are Not Using ATKINS

# Wonderful Silver Steel BAND-SAWS

Nothing like them ever made before—by anybody. Our mails filled with complimentary letters from filers, sawyers and owners. Guaranteed to give satisfaction.

We certainly urge every buyer of Band Saws to give the SILVER STEEL BAND SAWS now made by us a trial. Specify ATKINS SILVER STEEL on your next order.

# E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

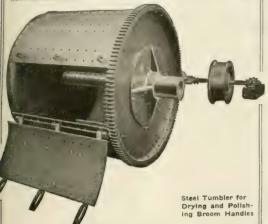
HOME OFFICE AND FACTORY, INDIANAPOLIS, IND. CANADIAN FACTORY, HAMILTON, ONT.

Machine Knife Factory, Lancaster, N. Y.

Eranches carrying complete stocks for immediate delivery in the following cities: Address E. C. ATKINS & CO., Inc.:
Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, Ore.,
San Francisco, Seattle, Vancouver, B. C., Sydney, N. S. W.



Let us tell you about our STEEL TUMBLERS FOR DRY-ING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



CADILLAC

MACHINE

COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

# The Standard

Channel Steel, Roller-Bearing

# **DryKilnTrucks**

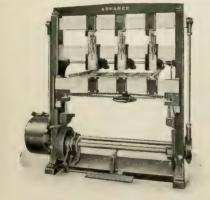
have always had so high a reputation for QUALITY that some truck users may have gained the impression that they are also high in PRICE.

That isn't so! The Standard Dry Kiln Trucks—the most durable, easiest running, longest-lived trucks on the market—will cost you NO MORE than trucks of inferior quality.

The Standard Trucks are made in every style required for dry kiln purposes. Write for price and printed matter. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



# Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES ASK FOR CATALOGUE

# SARANAC MACHINE COMPANY

BENTON HARBOR,

MICH., U. S. A.

# RUBBER BELTING

AIR DRILL AND AIR TOOL



THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Werks)

307 W. Randolph Street, ESTABLISHED 1882 CHICAGO

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under pow-erful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you,

# Veneers and Panels with a Reputation

TATE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers

Underwood Veneer Co.

Waysay, Wis.

# Custom Mill Work, Storage, Inspection

# Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer



PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

# VENEERS AND PANELS



Sliced and Sawed Quartered and Plain White and Red Oak

Walnut Cherry Ash Maple Also Band Sawn Lumber in These Woods

Hoffman Brothers Company

FORT WAYNE, IND.

CIRCASSIAN

MAHOGANY

# Logs **VENEERS** Lumber

WE IMPORT

WE MANUFACTURE

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO.
GRAND RAPIDS, MICH.

Manufacturers of doors and large tops will be interested in a quantity of

Quarter Sawed Figured

# **RED GUM**

In 1/8" and 3/16"

We also have for quick shipment a quantity of  $\frac{1}{8}$ " veneer sawed yellow poplar,  $13''-14\frac{1}{2}$ " wide, and of 3/16" poplar of the same dimensions.

Take It Up With Us

Evansville Veneer Company Evansville, Ind.

Memphis Veneer & Lumber Co. Memphis, Tenn.

# Mahogany Veneer

1-8, 3-16 and 1-4-in. door stock. 1-20 and 1-16-in. sawed mahogany.

# Sawed Veneer in the following

Quartered White Oak,
Quartered Red Oak,
Plain Red Oak,
Yellow Poplar,
White Ash and
Ouartered Red Gum

Memphis Veneer & Lumber Company

Memphis, Tennessee

# Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

# B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

# **VENEERS**

Cut right; dried right; prices right HUMBOLDT. - TENNESSEE



"Ideal" Burn- ished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company

WELLS, MICHIGAN

# Von Platen Lumber Co.

Iron Mountain, Michigan

MANUFACTURERS OF

#### BIRCH BASSWOOD ELM MAPLE

150 M ft, 6 4 No, 2 Com, & Better Maple, 200 M ft, 8 4 No, 2 Com, & Better Maple, 30 M ft, 12 4 No, 2 Com, & Better Maple, 12 M ft, 4v4 Hard Maple,

50 M ft. 6 4 No. 3 Common Basswood,

100 M ft. 12 4 No. 3 Common Maple. 100 M ft. 12 4 No. 3 Com. Maple.

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M.

# "Chief Brand" Maple and Beech Flooring

in  $\frac{3}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING. MICHIGAN

# EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We are located in the center of the Grand Traverse Bay Region — famous for the quality of its Hardwoods

Capacity 20,000,000 feet annually

WRITE US FOR PRICES

FORMAN'S FAMOUS OAK FLOORING Is made in faultless fashion from the most uniform-colored and even-textured oak produced; worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Ky., sawmills.

Thomas Forman Company

Detroit

Michigan

# Scott & Howe Lumber Co. Ironwood, Mich.

Sales Office, Oshkosh, Wis.

Medford Lumber Co.

Medford, Wis.

We Have the Following Dry Hardwood in Shipping Condition:

1 car 5.4 No. 1 Com. Basswood 1 car 5.4 No. 2 Com. Basswood 1 car 4.4 1st and 2nd Birch 10 cars 4/4 No. 3 Com. Birch 1 car 6 4 No. 2 Com. Birch 1 car 6 4 No. 3 Com. Birch 5 cars 4 4 No. 1 Com. Hard Maple

5 cars 4/4 No. 2 Com. Hard Maple 5 cars 4/4 No. 3 Com. Hard Maple 5 cars 8/4 No. 1 & Better Hard Maple 2 cars 4/4 No. 2 & Better Soft Maple

WE INVITE INQUIRIES FOR PRICES FOR ALL KINDS OF BIRCH, BASSWOOD, HARD MAPLE, SOFT ELM AND BLACK ASH FOR SHIPMENT OUT OF CUT OF 1914.



# BUFFALO

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

# G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

# Hugh McLean Lumber Co.

QUARTERED WHITE OAK

940 ELK STREET

ORSON E. YEAGER

Oak, Ash and Poplar

932 ELK STREET

# BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses. Will receive and inspect stock at shipping point Branch yard, Memphis, Tenn.

940 Seneca Street.

BUFFALO

# T. SULLIVAN & CO.

SPECIALTIES:

Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET

ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



# Vansant, Soft Soft Soft Wide Stock, Specialty Ashland, Kentucky Manufacturers Old-Fashioned Soft Yellow Poplar Company

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

# Little River Lumber Company TOWNSEND, TENN.

W E are now cutting Hardwoods and Hemlock out of big smooth clean prime logs and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We have now a couple of cars of  $6/4 \times 10^{\circ}$  and wider good tough No. 1 Common & Better Smoky Mountain Ash, mostly better than No. 1 Common and runs up to 24" wide and is ready for prompt shipment. Also Clear Hemlock in all widths and Hemlock in all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

# CHICAGO VENEER CO.

(Incorporated)

Our Season's Supply of

# Genuine Soft Yellow Poplar Logs

is now being received at our Burnside plant, and we are in position to take care of your orders promptly, and give you the most efficient service possible. Send us your inquiries.

General Offices: DANVILLE, KENTUCKY

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

BASSWOOI

White Oak Flooring

SPECIALTY QUARTER SAWED WHITE OAK

Goal Grove, Ohio, U.S. A.

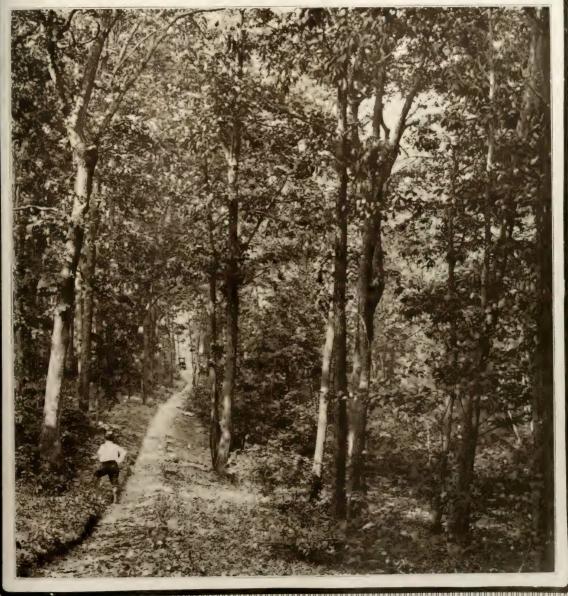
LUMBER CO

# 

Nineteenth Year, Semi-Monthly.

CHICAGO, FEBRUARY 25, 1914

Subscription \$2. Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

# Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson McIlvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

# Memphis Band Mill Co.

Wholesale Manufacturers

# **LUMBER**

# **Special Stock for Quick Shipment:**

Wante, wire or telephone us for prices, also not on tations on other Hardwoods

We Manufacture Our Own Lumber and Our Trade Mark Is QUALITY

Memphis

**Tennessee** 



# ANOTHER DEPORTUNITY



We give, as follows, list of a tew items we are desirous of moving promptly. Stock is in bone dry shipping condition.

shipping condition.

75,000' 4/4 Sel. End Dried Winter Cut White Maple

20,000' 8/4 No. 1 Com. & Btr. Unselected Maple

14,000' 4/4 Log Run Michigan White Oak 46,000' 6/4 Log Run Soft Maple

200,000' 4/4 Log Run Beech.

50,000' 6/4 Log Run Beech 50,000' 8/4 Log Run Beech

CRATING LUMBER

175,000' 4/4 Mixed Widths and Lengths White Pine Crating

200,000' 1x4" White Pine Crating

200,000' 4/4 Mixed Widths and Lengths No. 2 and No. 3 Common Basswood

Remember, we perform whatever mill work you require. The 8 4 Maple mentioned above runs 85% 1sts and 2nds.



Cartier - Holland Lumber Company



Ludington

Mirhigan

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# BASSWOOD

We Offer for Prompt Shipment

1	×	4 Clear	Strips100	M
1	X	6 to 11"	1's and 2's 34	M
1	x	3 No. 1	Common 30	M
1	x	4 No. 1	Common 35	M
1	x	5 No. 1	Common 20	M
1	x	6 No. 1	Common 90	M
4.	/4	No. 1 C	ommon150	M
4	/4	No. 2 C	ommon 50	M
4	/4	No. 3 C	ommon	M

February 13, 1914

# COBBS & MITCHELL, Inc.

Sales Department

MICH.

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

22

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY,

MICHIGAN

# Mitchell Brothers Co.

Dry Stock List

# CADILLAC GRAY ELM

Cadillac, Mich.

Feb. 13, 1914

4/4 Cadillac Gray Elm 1s & 28......100 M

4/4 Cadillac Gray Elm, No. 1 Common.....100 M

4/4, Cadillac Gray Elm, No. 2 Common.....160 M

12.'4 Cadillac Gray Elm, 1s & 2s..... 5 M

4/4 White Maple, end dried (clear)..... 10 M

## CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

THE

# Kneeland-Bigelow Company

Hardwood Manufacturers

150,000 ft. 6/4 No. 2 Common & Better Beech

12,000 ft. 10/4 No. 1 Common & Better Basswood

50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.

# THE HARDWOOD GATEWAY OF THE SOUTH

# Can You Use This Lumber?

If the stock listed below appeals to you, it may be had at an unusually favorable price at this time for immediate delivery. The lumber consists of dry, well-manufactured stock, and in case special requirements as to widths and lengths are in mind, a description of the items will be cheerfully given to any who are interested. Factory men requiring mixed carloads are reminded of the co-operative arrangement existing among the firms named below, whereby cars containing stock from a number of houses will be loaded by them, so that, in effect, the entire hardwood stocks of Louisville are available for the needs of the small buyer.

#### LOUISVILLE VENEER MILLS

5,000 feet 4-4 1s and 2s plain White Oak 80,000 feet 4-4 No. 1 common plain White Oak 40,000 feet 5-8 No. 2 common Poplar 60,000 feet 5-8 No. 1 common Poplar 20,000 feet 5-8 1s and 2s Poplar 15,000 feet 4-4 No. 1 common Poplar 12,000 feet 4-4 No. 1 common plain Red Gum 18,000 feet 4-4 1s and 2s plain Red Gum 25,000 feet 4-4 1s and 2s quartered Red Gum

#### NORTH VERNON LUMBER COMPANY

100,000 feet 34" 1s and 2s quartered White Oak 55,000 feet 54" 1s and 2s quartered White Oak 79,000 feet 58" No. 1 common White Oak 11,000 feet ½" No. 1 common and better quartered White Oak 9,000 feet 3%" No. 1 common and better quartered White Oak 40,000 feet 4/4" clear quartered White Oak strips 20,000 feet 4/4" clear sap quartered White Oak strips 22,000 feet 8-4" 1s and 2s White Ash

#### STEMMELEN LUMBER COMPANY

45,000 feet 4-4 No. 1 Common and Better Sound Wormy Oak 15,000 feet 8-4 Log Run Beech 15,000 feet 10-4 Log Run Beech 15,000 feet 12-4 Log Run Beech 40,000 feet 4-4 No. 2 Com. Plain White Oak 50,000 feet 4-4 No. 1 Com. Quartered White Oak 30,000 feet 4-4 1s and 2s Quartered White Oak 35,000 feet 4-4 No. 2 Com. Quartered White Oak 15,000 feet 5-4 No. 1 Common Quartered White Oak 10,000 feet 8-4 1s and 2s Plain White Oak 10,000 feet 8-4 1s and 2s Plain Red Oak 15,000 feet 8-4 No. 1 Common Plain White Oak

#### CHURCHILL-MILTON LUMBER COMPANY

10,000 feet 4-4 1s and 2s Plain Red Oak 20,000 feet 4-4 1s and 2s Plain Red Oak, 12" and up 20,000 feet 4-4 Poplar Box Boards, 13" to 17" wide 100,000 feet 4-4 No. 1 Common Poplar 30,000 feet 8-4 No. 1 Common Poplar

#### EDW. L. DAVIS LUMBER COMPANY

50,000 feet 8-4 No. 1 Common Ash 35,000 feet 4-4 No. 1 Common Chestnut 30,000 feet 6-4 No. 1 Common Hickory 25,000 feet 6-4 No. 2 Common Hickory 50,000 feet 8-4 No. 1 Common Hickory 60,000 feet 8-4 No. 2 Common Hickory 10,000 feet 4" Log Run Maple 100,000 feet 4-4 No. 1 Common Poplar 100,000 feet 4-4 18 and 28 Quartered White Oak 100,000 feet 4-4 18 and 28 Quartered White Oak 50,000 feet 8-4 No. 1 Common Dry Plain Red Oak 50,000 feet 8-4 18 and 28 Dry Plain Red Oak

# NORMAN LUMBER COMPANY (Mills at Holly Ridge, La.)

50,000 feet 4-4 1s and 2s Poplar 50,000 feet 4-4 1s and 2s 10pm 75,000 feet 4-4 Sap and Select Poplar 25,000 feet 4-4 Moulding Poplar 100,000 feet 4-4 No. 1 Common Poplar 200,000 feet 4-4 No. 1 Common Foplar 200,000 feet 4-4 S and 2s Sap Gum 200,000 feet 4-4 No. 1 Common Sap Gum 150,000 feet 4-4 1s and 2s Red Gum 60,000 feet 4-4 S and 2s Plain Red Oak 350,000 feet 4-4 No. 1 Common Plain Red Oak 15,000 feet 4-4 1s and 2s and No. 1 Com. Dry Chestnut

15,000 feet 4-4 1s and 2s Dry Chestnut 15,000 feet 4-4 No. 1 Common Dry Chestnut 25,000 feet 4-4 Poplar Moulding Strips

#### BOOKER-CECIL LUMBER COMPANY

75,000 feet 4-4 Sap and Select Poplar 150,000 feet 4-4 No. 1 Common Poplar—regular or selected widths selected widths
40,000 feet 8-4 Common Poplar
20,000 feet 8-4 1s and 2s Plain Red Oak
100,000 feet 4-4 No. 1 Common Plain Red Oak
12,000 feet 4-4 1s and 2s Quartered White Oak
10,000 feet 4-7 Common and Better Ash

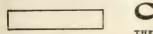
#### W. P. BROWN & SONS LUMBER COMPANY

75,000 feet 5-4 1s and 2s Plain White Oak 200,000 feet 4-4 and 8-4 1s and 2s Plain Red Gum 250,000 feet 4-4 and 8-4 1s and 2s Quartered Red Gum 175,000 feet 4-4 and 8-4 1s and 2s Quartered White Oak

30,000 feet 4-4 1s and 2s Poplar 30,000 feet 4-4 No. 1 Common Chestnut

20,000 feet 4-4 1s and 2s Cottonwood





# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

# J. RAYNER VENEERED PANELS

ALL WOODS SEND FOR STOCK LIST

MAHOGANY LUMBER

DARROLL AVE. AND SHELDON ST. CHICAGO

# Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

Fisher Building,

CHICAGO

'PHONE HARRISON 1984



OUR DOUBLE BAND MILL-HUTTIG, ARK.

# Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deer-

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. CHICAGO



# A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequated" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet telle all about Hardwood Plooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sta. CHICAGO, ILL.

# CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple—no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meet-

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is eyen to you. Write for terms.

# Lumbermen's Credit Assn., ESTABLISHED

608 So. Dearborn St

Mention This Paper,

116 Nassau Street NEW YORK CITY

# Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, III.

# HARDWOOD RECORD'S

strongest circulation is in the region wherethings are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

# VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

# QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

# QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER,

J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres.

C. R. SWANN, Sec'y and Treas

# J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard: Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock: WHITE OAK-Plain or Quartered.

RED OAK-Plain or Quartered. CHESTNUT POPLAR

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

# "THE VERY BEST"

ASH, CHESTNUT. RED OAK, WHITE OAK, PINE. POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

# Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

# IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies-a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

# CINCINNATI

# RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

BENNETT & WITTE
224 West Fourth St. CINCINNATI, O.

# YOU

Are making a MISTAKE if you do not try our Plain Oak, Quartered Oak and Poplar.

25,000,000 feet of all grades and thicknesses on hand AT ALL TIMES.

For texture, color and manufacture it cannot be excelled.

# The Mobray & Robinson Company

MILLS
Quicksand, Ky.
Viper, Ky.
West Irvine Ky.

MAIN OFFICE CINCINNATI, OHIO Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.

W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'y & Treas.

# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times. Shipments made direct from our own yards and mills in straight or mixed cars.

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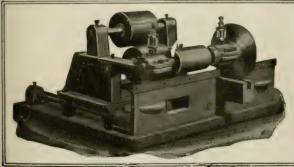
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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

### THE HARDWOOD COMPANY

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# Review and Outlook



### General Market Conditions

WHILE THE TRADE IN THE MIDDLE WEST and in the East are not distinctly or closely allied, still the middlewestern sections watch conditions as they develop in the East pretty closely, and are right now experiencing some uneasiness on account of the slackening of trade in the eastern sections. This condition is reported from practically all of the larger eastern markets, and while it is a condition which is an actual fact, the circumstances should not tend to create any undue pessimism or to disrupt the market in any way. It is firmly a fact that there is no reason for breaking in prices or for any kind of a feeling of uneasiness, as there is every reason for a distinctly hopeful outlook, even though conditions have not materialized as yet this year as it was expected they would develop. It is rather difficult to lay one's fingers on the actual reason for the holding back in the call for lumber stocks, and the repeatedly expressed anticipation of an early opening up seems to be entirely justified and

As is the impression in the individual sections, looking at the matter purely from a general basis, the untoward weather conditions which have prevailed all over the country for several weeks past have been a very serious retardent in the development of the lumber market; also the fact that the Interstate Commerce Commission has not been able to hand down a decision regarding the five per cent increase in freight rates has had something to do with the situation. These two circumstances taken together should easily account for the fact that business continues to drag comewhat, and should be an explanation which should be entirely satisfactory to the lumber trade in so far as eliminating any doubt as to the future development of the business is concerned.

Of course, it is a fact that since the first of the year predictions have been everywhere forthcoming that there would be an early and entirely satisfactory awakening in demand. It is also a fact that these predictions have not entirely materialized, although it is further true that in some sections the most favorable reports are emanating as to business that has actually transpired and is now being done. Still on the whole business has not opened up as it was anticipated it would, which is no reason, however, to believe that the next few weeks will not see a decided awakening in the demand for all kinds of lumber products.

The two most important consuming factors, the railroads and the building trades, are being retarded primarily by the conditions before noted. The first of these, that is, poor weather, will shortly be removed, and judging from reports of building permits issued in almost all of the large cities, there will be a great activity in this line. As to the railroads, it seems almost certain that they will secure their five per cent increase. In fact, they have been getting into line on orders for rolling stock and motive power quite actively, seemingly in the belief that their requests will be granted. It is anticipated that while they will not get actively into the market until the actual decision is handed down, there will be some little tendency to loosen up, which tendency has already been noted.

Of course, with increased activity in the building trades, there will be an increased call from the factory trades to take care of furnishings for such structures as are erected. Thus the situation seems to have a decidedly favorable outlook.

It is true that the export situation is not what it should be. Conditions abroad are evidently continuing on a much more unsatisfactory basis, generally speaking, than they are in this country. As to the lumber business, there is a really congested market abroad, with a very considerable quantity of consignment shipments which are not tending to improve the situation at all, but are having their direct effect in the matter of continuing to hold prices down to the minimum. It is surely to be regretted that such shipments continue to be made on as broad a basis as they are, considering the facts that are so apparent.

Regarding the relative standing of the various woods, nothing of note has transpired to change their respective positions. Oak is somewhat off in some markets, but it is probably true that such a condition is more the result of offerings on the part of concerns heavily stocked in this class of lumber who desire to turn over some ready money. In the main large oak stocks are firmly held.

The box manufacturers in all sections are contributing more than their share to the demand for all kinds of low-grade stocks, which has apparently cleaned out low grades in certain items. Sap gum is strong, as are cottonwood, poplar and other box lumber. Red gum does not show any material strengthening, but it is a notable fact that it has not shown any further weakening. No definite change can be seen in the more minor species.

It is probably a fact that northern woods are a little stronger than southern woods at this time, although there has been some little tendency to offer stocks at below prevailing prices. In view of the poor prospects for the supply of northern woods for the coming spring, however, this tendency seems altogether unwarranted and inexcusable.

Putting the situation conservatively, there is certainly no reason to believe that the immediate future of the hardwood business will be unfavorable. In fact, there is every logical reason to believe that the developments in the immediate future will be decidedly to the advantage of hardwood operators in all sections.

#### The Mountain Path

THE PICTURE ON THE FRONT COVER of this number of Hardwoon Record shows a path through the woods. The path is evidently new, and that is the interesting part. It is on the west side of Massanutten mountain, Rockingham county, Virginia, and was recently constructed by the United States Forest Service at a cost of thirty-five dollars a mile. It is part of the improvements which the government is making on the lands lately bought to form the system of Appalachian National Forests. This particular tract lies within two hours' ride by rail of the city of Washington.

It may be a matter of surprise that waste land in sufficient tracts to form a government forest could be found so near the nation's capital; but the land was there, and was purchased at a low price. It is cut over and partly denuded, with small, worn-out and abandoned clearings interspersed. The particular tract shown in the picture contains a promising stand of young hardwood, but no old timber is visible. Many thousands of acres of such land have been bought by the government among the eastern mountains. For the most part, they are tracts which the owners were unwilling to improve or protect, and they were deteriorating from periodic fires and by the ceaseless erosion caused by storms.

In most instances, the only measure needed to bring back the forests is to keep fires out. The small trees will then grow; seeds will be planted in nature's various ways; the annual fall of leaves and the decay of weeds will slowly renew the soil's fertility; and in time the timber will become valuable, and under the care which the forests will receive, they will perpetually remain valuable.

One of the first improvements which the Forest Service undertakes when it purchases these unpromising lands, is to construct trails in various directions through them. These paths become strategic lines in fighting fire. The men can move more quickly to the threatened areas, and can generally head off the fires before they gain much headway.

In addition to furnishing facilities for rapid movement and concentration of forces in fire fighting, the paths are valuable in the transaction of the business of the region, both by those in charge of forest work and by citizens who have occasion to pass to and fro on business or pleasure. Many an old resident has expressed surprise at the easy grades which forest engineers have found for the trails among the mountains. The pioneers made their paths up and down steep ridges and narrow backbones because brush was thinner and less troublesome there; and some such trails have been in use ever since, and not infrequently they have been widened and have become highways—following up and down hills as the path did a century before. The Forest Service's easy grades round hills instead of the unspeakable grades over them have opened the eyes of many a mountaineer who did not know that a potbail is no shorter standing up than lying down.

The buying of the land by the government to establish forests in the East is about at an end unless Congress makes another appropriation for that purpose. It is understood that the fund provided some years ago for purchasing such land is nearly exhausted. Purchases are said to approximate 1,000,000 acres, and the average price has not exceeded six dollars an acre, including considerable bodies of land containing a fair amount of timber. Friends of the Forest Service in Congress are proud of the excellent showing made in the purchase and improvement of lands in New England and in the southern Appalachians, and there is little doubt that means will be provided to continue the good work. It is coming to be better understood that the Forest Service is not a purely western affair, but is national in its scope.

#### Annual Wood Manufactures

A N ARTICLE IN THIS ISSUE of HARDWOOD RECORD gives government statistics on the annual use of wood for manufacturing purposes in the United States. No similar figures were ever before available, and for that reason the statistics are of exceptional interest and value. The yearly cut of lumber has been published regularly for many years, but the information went no further. No one knew how much of the lumber was used in the rough and how much was further manufactured before it reached the ultimate con-

sumer. It has been known for some time that the Forest Service was at work on the problem of determining how much of the annual cut of wood reaches factories to be converted into finished products. That information has now been made public, and doubtless many persons will be surprised that sixty per cent of the rough lumber is not used until after it has been converted into manufactured articles. Different states play a very unequal part in this manufacturing. The largest producers of rough lumber are not usually the most important in further manufacture. The close relationship between utilization and diversified markets is shown. The race for supremacy in quantity of material used in wood-manufacturing, with Illinois, New York and Pennsylvania far in the lead of all other competitors. has apparently been settled in favor of Pennsylvania. Illinois stands second, New York third; but Illinois leads in the number of woodusing industries, New York is second, and Pennsylvania third. These three states do more than one-fifth of all the wood manufacturing in the United States.

#### A Boost for Hardwood

THE USE OF HARDWOODS in modern mantel construction has not been any too prominent of recent years. Hence, the action taken at a recent meeting of mantel and tile dealers at New Orleans will be particularly gratifying to those in a position to supply mantel manufacturers with their raw material. An open discussion on the question of hardwood mantels was a feature of this meeting, and it seems that as a result hardwood mantels will be brought back to their proper position as an important part of the modern home.

It is interesting to note that in the discussion, the consensus of opinion was developed indicating that the hardwood trade has not been alive to its opportunities or to the necessity for creating new designs and new ideas in mantel furniture. On the other hand, manufacturing concerns of competing materials have kept abreast of the times and as a consequence have taken a large proportion of the market. However, it seems that the hardwood industry has a strong ally in this association which went on record as favoring the sponsoring of the cause of the hardwood mantel, and is making every effort to re-introduce it as an essential feature of the modern home.

While the lumber trade cannot take credit for any favorable results which might be felt, it has just reason to be extremely glad of its occurrence.

#### Delivery of Lumber Shipments

CERTAIN LEGAL PRINCIPLES which are applicable to every shipment of lumber or other freight were recently applied by the Supreme Court of Georgia. The rules laid down by the court, being in accordance with the decisions of the appellate courts of other states, will prove of interest to lumber shippers throughout the country.

The first point decided is that when lumber is shipped in carload lots and the consignee is given notice of the arrival of the freight at its destination, his failure to receive and unload it within a reasonable time, the strict liability of the carrying railway company as common carrier ends, and its less strict responsibility as warehouseman arises. The importance of this point lies in the fact that a carrier is virtually insurer of the safety of freight while in its hands, being liable even for loss through accidental fires not attributable to any active negligence on its part, and for any loss or damage not resulting from fault of the shipper or unavoidable calamity, such as an unprecedented storm. On the other hand, a warehouseman is liable only for losses which are traceable to negligence on his part. Thus, if a shipment of lumber is accidentally destroyed while in the delivering railway company's hands, but before the consignee has been notified of its arrival, and has had time to receive it, the loss falls on the railway company, unless it can show that the loss resulted from what is termed in law an "act of God." That the fire was caused by an incendiary or by fault of a third person is no defense. On the other hand, if the consignee has been notified of the arrival of the shipment and the loss occurs after he has omitted to unload it promptly, he cannot recover without showing negligence on the part of the railway company. The case stands precisely as it would against one who undertakes to store a quantity of lumber, without insurance.

The second point decided in the Georgia case is that, in the absence of any law, valid rule of the railroad commission, contract or custom raising such a duty, a delivering railway company is not bound, at the request of the consignee, to deliver lumber shipments to another carrier, to be transported to a different part of the same city, where the consignee may desire to reship the lumber. The court said: "It is argued that this works a great hardship on the plaintiff, as he is compelled to pay demurrage, in order to have the cars, which arrive at Savannah loaded with lumber, remain on the tracks of the Seaboard Airline Railway until called for. But the plaintiff is not compelled to do this. He ships the lumber to Savannah. When it arrives at its destination he can receive it, and reship it when he desires to do so. If, instead of unloading the lumber and keeping it in his yard, he prefers to let it remain upon the cars, it is at his desire.'

The precedents thus established certainly constitute still further arguments in favor of prompt handling of shipments upon arrival.

#### Help for Interstate Commerce Commission

S ENATOR KENYON OF IOWA has submitted a bill to increase the membership of the Interstate Commerce Commission from six to sixteen. The object in view is to assist that body in keeping ·loser up with its work. Dockets are long and crowded, and con ditions have been growing constantly worse. The business interests of the country want decisions more promptly than they are coming at present. The six members of the present commission have more work than they can do.

The bill introduced by Senator Kenvon contemplates the division of the country into five districts, with headquarters at Washington. Atlanta, Chicago, Kansas City and San Francisco, with the principal office at Chicago. Three commissioners in any district, under the terms of the bill, could decide a case, which could be taken on appeal to the entire commission.

The commission as at present constituted does not want its membership increased, believing that the larger number would be more unwieldly and would hinder rather than help in getting through with the ever-increasing work.

The commission has plans of its own for handling the business, and has taken a step toward putting the plans into execution. It is allowed a contingent fund which it is authorized to expend in advancing its work. It has appointed "a board of examiner attorneys," whose duty it will be to hold hearings after the manner of those held by masters in chancery, and to report on cases direct to the commission, which shall render the final decision. The commission pays the salaries of the additional examiners.

This plan is an experiment. If it proves to be sufficient to solve the problems of clearing the commission's dockets it may continue. If not, some such plan as that embodied in Senator Kenvon's bill will likely be tried. The reasonableness of the demand for more speedy decisions is widely recognized.

#### The Modern Idea in Lumber Manufacture

GREAT DEAL IS BEING HEARD these days regarding efficiency in manufacture and merchandising, and in general industrial efforts, but it must be confessed that the most conspicuous examples of the gratifying results to be obtained through efficiency are seen in connection with other lines of industrial efforts than lumber manufacture and sales. It is true that concerns in the manufacture of steel products are probably in the forefront in such efficiency activity, both as to the development of the idea and its general application.

A prominent northern lumber operating concern is, however, doing work along these lines which deserves the highest commendation, and which is working out most successfully in developing the greatest efficiency in manufacture and sales methods. The story of these operations will be given in detail in another issue of HARD-WOOD RECORD. The general manager of this operation, which is immense in its scope and compares favorably with any others in the country, conceived the idea sometime ago that the heads of the various departments under him were not closely enough in touch with the

heads of other departments, and he decided that a course of lectures practical. The object was to teach lumbermen to lessen the waste,

and get-together meetings would result in a more harmonious spirit existing between such departments. He decided to experiment along these lines in the belief that eventually the whole machinery of his organization would work together more smoothly, as the knowledge of the workings of the different departments became a part of the work of the other departments.

One of the first things which was accomplished was the enrollment of the heads of the sales, accounting, manufacturing and similar divisions of the plant, in a well-known school of efficiency, these various heads being requested to take up the studies as outlined by that school. The idea immediately took. The result is that a great deal of progress is being made.

On account of the large enrollment, this school agreed to send a special lecturer to the company's main office in Michigan once a week, and in connection with the get-together meetings these lecturers now give regular talks on some special subject which comes up for discussion. In addition to these talks the heads of the different departments are asked, after having inspected other departments, to give criticisms and suggestions for making short cuts. These criticisms and suggestions of course are all made in the proper spirit and are received in the same spirit. The head of the department being criticised is given the opportunity at the succeeding meeting of responding to these criticisms and endeavoring to show where, if possible, the methods in operation are the most practicable. Thus a great many points are brought out in each gathering which mean the saving of actual dollars and cents.

The idea is a broad one, but not too broad to be practicable. That this is true is proven by the unusual success with which it has been attended. It is an idea well worth being followed out by any large manufacturer whose organization comprises a series of departments which are more or less removed from each other.

### The Exposition Supported by the Government

HON. JAMES W. FORDNEY, of Michigan, national congressman, recently submitted a joint resolution, H. J. 204, before the House of Representatives, which resolution specifically provides that the Secretary of Agriculture shall be authorized to make exhibits at the Forest Products Exposition to be held at Chicago and New York, and appropriating a sum not to exceed \$10,000 for an exhibit on the part of the Forest Service. The resolution was immediately referred to the Committee on Industrial Arts and Expositions, which committee voted unanimously to support it. There is every reason to believe that the appropriation will be authorized, and hence the Forest Service will have an exhibit at the Forest Products Exposition which will be an unusually interesting and highly educational demonstration of what the service is doing and planning, and will add very greatly to the value and attractiveness of the show.

This effort, if it goes through, will be of great importance as it aligns the government on the side of the lumber trade in the interests of the exposition, and will give to that endeavor an unusual impetus.

Regardless of other attractions which now promise to be of absorbing interest, the exhibit which the Forest Service can make with such an appropriation at hand should be in itself of enough interest that it alone would be well worth the price of the admission.

It has been suggested that everyone interested in the project communicate with representatives at Congress urging that they support the measure when it comes up for vote. While it will probably go through without such communications, it would be decidedly in the interests of the general lumber business to demonstrate to every national representative through this means that the lumber business is awake to its opportunities and realizes the importance to the trade of putting this proposition through in good shape.

#### Weak Places in Theories

GOOD JANY THINGS work cut on paper which do not work A out in wood. Most of such things are properly classed as theories with weak places. A few concrete examples to the point were contained in a press bulletin recently issued by a well-known and excellent forestry school in an eastern state. The purpose was commendable, the effort praise-worthy, but the conclusions were not all and, as usual in such cases, Germany was cited as an example worthy of imitation. There ninety-five per cent of the tree is utilized. The stumps are grubbed out, the twigs tied in bundles, and all go to market. The citation is instructive, but the American lumberman cannot sell stumps and twigs at a profit, consequently he will not save them.

The suggestion is offered that sawdust be made into briquettes to be sold as fuel, or that the dust be manufactured into gunpowder. They may do that in Germany, but there is no profit in it in this country: therefore, the lumberman will not do it here.

It is suggested further that small pieces of waste be made into dowels. A single state last year converted 800,000 feet of good lumber into those small pins. The obstacle in the way of converting odds and ends into dowels is the cost. The machines which make these articles cannot profitably handle miscellaneous sizes and shapes of rough material. To do so would increase the cost of dowels above their selling price, and of course no manufacturer would long continue to make them under that arrangement,

The proposal to save waste by converting scraps of wood into shuttles, spools, and bobbins overlooks the fact that comparatively few woods are suitable for these articles. Persimmon and dogwood are about the only shuttle materials in America, and not one mill in fifty ever has a pound of either wood in its yard. Spools are as exacting, the small ones being almost wholly of paper birch, and the spool machines will not profitably handle waste, even of this wood. The fact is, the spool factory, which presumably uses as closely as possible, has more waste than a sawmill of the same size. If it cannot work up its own scraps, it is not probable that it would make a success of utilizing another's scrap pile.

Figures of questionable accuracy could be quoted from the same bulletin on the increasing cost of lumber. "Lumber has increased in price thirty per cent every decade for the last fifty years' is the statement. Unfortunately, there are no authentic and commonly ac cepted figures showing the average value of lumber fifty years ago in this country; but the Bureau of the Census gives the average mill vard value in 1911 as \$15.05. Figuring that a thirty per cent increase has been added five times to produce that, it is found that the average mill yard value in 1861 was only \$3.92 per thousand feet. It is doubtful if lumber ever had a value so low as that anywhere in the United States; consequently the thirty per cent increase every ten years must be too much.

All efforts to prevent waste should be encouraged, but the fundamental fact must be recognized that no man will trouble himself with preventing waste, unless he can make something by doing it. The theorist may point out how to save material, but the practical man devises ways to save money. As soon as the lumberman or millman can profitably dispose of by-products he will make them, and not before. When population becomes as dense and wood as scarce in this country as they now are in Germany and other countries of western Europe, utilization will be as close here as there; but it is useless to ignore economic conditions. Americans are as well posted as their relatives are on the other side of the sea. Give them a market for products and they will supply the markets. In the lumber business in the United States, the real missionary work lies in the direction of increasing the markets rather than increasing the

#### Value of Personal Connections

S ALESMANSHIP may be on a more scientific basis than it used to be, and the methods used may be labeled and card-indexed and defined to an extent that was not dreamed of a few years ago; but in spite of this apparent opening of all the sources of information on the subject, it yet remains true that the personality of the salesman is one of the greatest possible factors in getting business. A salesman with an unprepossessing appearance is a rara avis, because of the universal knowledge that selling requires men who are of good appearance and address. The usual description of a good salesman includes the statement that he is "a good mixer," which is merely another way of saying that he understands people and knows how to make them like him; and when this is the case, the strength of the connections between him and his customers is such that it takes pretty sharp competition to cut them.

A lumber salesman recently entertained a big consumer who stopped off in the former's home town to spend a Sunday with him. Business was not mentioned, and it was strictly a social meeting. When a salesman can make friends of his customers and his prospective customers, he has built a foundation which can hardly be undermined. So in stressing all the various qualities that go to make a good man on the road, don't forget that likability, the knowledge of how to approach and win the confidence of others, is, after all, the big asset.

#### Canada, Beware!

PPARENTLY SATISFIED THAT IT IS USELESS to back A the most unfavorable report issued by the Forest Service on the glowing claims made of eucalyptus as a cureall for all the ills of the lumber business, those promoters behind the development of commercial eucalyptus plantations have started a campaign by securing in a prominent Canadian daily sufficient space to arouse curiosity as to what eucalyptus is. In criticizing this feeler, as it might be called, it is needless to analyze it further than to say that it defeats its own purpose by suggesting the growing of eucalyptus in a country which is most apparently not adapted to its best development. The article is couched in very patriotic terms intended to appeal to the patriotism of the Canadian who is interested in the best development of the natural resources of the Dominion. It suggests that the planting of eucalyptus would be feasible in the western Canadian provinces.

It is a generally known and accepted fact that those species of eucalyptus which are hardy enough to withstand irregularities of climate and any frost whatever are the species which do not count for very much as far as rate of growth and quality of wood are concerned. Those species which are peculiarly favored in these particulars demand an excellent soil and a very favorable climatic environment. Therefore on the face of it this appeal to the Canadian is based on false premises in that in order to grow the wood at all in Canada the worthless species would be used and hence the plantations would be a failure. The promoting companies might succeed, of course, in gathering up a considerable quantity of capital because of the success of other species in California climates; but the investor would stand to lose anything he put into such an investment

Canadian investors can very well look very carefully into the actual facts pertaining to the industry and its so-called commercial development in the United States before seriously considering the suggestions set forth in the article entitled "Timber Farming and the Eucalyptus Trade."

#### Cultivating the Consumers

N A LARGE CITY of the Middle West, where hardwood interests are large, and where consuming interests are also considerable, it is a matter of common knowledge that the factory people buy a large part, if not most of their lumber, from outside. In other words, while the local yards are in a position to supply the wants of the industries in their own community, a large part of their business, which should logically be taken care of at home, goes to dealers in other communities.

The members of the lumber business in that market have an association which meets monthly for the discussion of matters of interest. At a recent gathering it was suggested that a special meeting be held at which the heads and lumber buyers of the consuming factories be invited as the guests of the lumbermen. It was felt that a frank discussion of conditions, on both sides of the fence, would result in the development of a better feeling and a more thorough understanding, and that much business whichhad gone outside might be retained.

It was finally decided, however, not to extend the invitation, many of the members of the lumber organization appearing to feel that the consumer should not be taken into the confidence of the lumbermen. It was feared that the buyer of lumber might possibly learn something to his advantage, or rather, something to the disadvantage of the seller.

Is it possible that any considerable portion of the lumber tradeis getting its business under conditions which do not admit of meeting consumers on a fair and square basis?



# Red Gum For Interior Finish



Few woods illustrate more pointedly than red gum the value of a thorough knowledge of the ways at bandling them. This wood has been carefully studied by maintacturers because of the beauty of its grain and color and of its maint good properties. The fact that its likable qualities are intimately associated with some which are not so desirable, increases interest in this material, because it has been found practicable to eliminate the objectionable features and accentuate those which are pleasing. To do this, however, requires knowledge in the art of bandling

As is well known, it was not many years ago that red gum was unwelcome in any woodworking establishment in the country because nobody wanted to handle it. It was looked upon as too

difficult to season, and too troublesome after seasoning. The beauty of the wood was well known, but there was such strong prejudice against it that a long time elapsed before anyone would consent to give it a fair trial.

The time came, however, when red gum forced its way into popular esteem. It won on its morits an spite of the handicap of prejudice. The fact is, the way was shown by users of this wood on the other side of the sea, who were more patient than the Americans, if not quicker to recognize the merits of the wood. Red gom was used in England, France, and Italy, by the best manufacturers, long before it had any standing in the land that produced it.

The hardest problem to be mastered in this country was the seasoning. That trouble was finally overcome, and the results fully justified the effort. Many leading manufacturers now handle the wood, and some specialize on it, using it in their finest and most exacting work. It was formerly employed under names other than its own. It was passed as Circassian walnut. and it could be finished to imitate that wood so successfully that many a purchaser never could be made to believe that the wood was red gum.

The policy of calling it by some other name is now passing away. It stands on its own merits and under its own name. Fine buildings are being finished with it, in wainscoting, columns, beams and panels.

The accompanying picture of an interior view of the residence of J. B. Utley, Evanston, Ill., affords an idea of what is being done with red gum. The milling was done by the Chicago Sash, Door and Blind Company, 1255 North avenue, Chicago.

No wood could stay in its place or hold its shape better. There are various combinations, as an examination of the picture shows. There are panels, molding, and frames. Some of it is solid gum, an inch or more in thickness, some is thinner, yet solid, while some is veneer glued upon cores of other woods. All stands alike, all perfect, without a defect anywhere visible. No wood could present a more handsome appearance.

E. W. Dietsset, who had supervision of the milling of the gum shown in the picture, has made a study of the seasoning and working of red gum, and he has arrived at very definite conclusions as to what the wood is capable of. When it is desired to build up solid pieces, using inch lumber, it is preferred that the stock be quarter-sawed. This is not done for the purpose of increasing the beauty of the figure, though incidentally that result is often secured. The principal object is to obtain wood which will season straight and remain straight after it is seasoned. Experience indicates that this is more apt to occur with quarter-sawed stock than with the other; but it by no means proves that ordinary lumber may not also be finished and seasoned in the same

way with equal safety.

The seasoning is not done by any secret process, but it must be done with judgment and care if the best results are sought. Air-seasoning and kiln-drying are employed; and an increasing quantity of the wood is subjected to steam under pressure before passing through the kilns.

It is well known that the red gum tree produces both sap lumber and heart wood. Some call the former "saps" and the latter "red gum," though both are cut from the same tree. Mr. Dierssen's experience has been that when he uses inch lumber for interior finish most satisfactory results follow the use of heart wood only. It is not claimed that sap may not be equally satisfactory under certain circumstances; but it is believed to be less dependable in seasoning.

When veneered panels are used adjacent to solid quartersawed work, it is customary to use quartered veneer also, in order that there may be uniformity in appearance. Such veneer is made by the slicing process and it is cut from the bark to the heart. It may be cut very thin, because the wood is sufficiently tough to hold itself together.

When solid red gum is to be

worked into cabinets and finish the most careful inspection occurs before the work begins, because it is absolutely necessary that material be in proper condition before any cutting and fitting are done. If this matter is properly attended to there is no danger that the finished work will warp, twist, or pull apart. Unsatisfactory results in gum employed as interior finish nearly always are due to the fact that the wood was worked up before it was properly seasoned. This, of course, holds when the right kind of stock has been selected, as well as in wrong selections. Everything must be right to begin with.

The accompanying picture shows gum joinery in close proximity to the fireplace. That is a position which will try the standing qualities of any wood. The heat and dryness are excessive, and if joints do not pull apart there and panels warp or blister, they will not do so anywhere.



A HANDSOME INTERIOR OF RED GCM SHOWING SOME UNUSUALLA DIFFICULT CORNICE AND PANEL WORK UNDER A SEVERE TEST



# Wood Manufactures in the U.S.



The government has just published what are practically complete figures on the amount of wood manufactured into commercial commodities yearly in the United States. This is not the lumber output, but the articles manufactured of wood, such as familiare, boxes, agricultural implements, handles, vehicles, steam and electric ears, musical instruments, doors, ships and boats, and many more. It does not include rough hunder which is used in the form it is in when it comes from the saw; nor does it include crossties or wood pulp. It is, in fact, the output of shops and factories,

The output of rough lumber has been published annually for many years; but there has been a want of information concerning what becomes of the lumber which is not used in the rough. Nobody knew how much there was of it, or how much was worked into various commodities. There were various guesses as to how much of the country's line er was used at the rough and how much was further manufactured before it reached its final use. Some such guesses were not far out of the way, while others were wild.

The Forest Service began a systematic investigation recently. Its plan covered the whole country, but the work was undertaken state at a time, usually in cooperation with the state or with some association or corporation in the state. Most of these reports were published from time to time as completed. The first was Massachusetts, and others followed rapidly until twenty-nine in all have now been published. This leaves nineteen unpublished, but it is understood that some of these will shortly appear. However, since the government only collects and tabulates the material and depends on each state to publish its own report, there is some uncertainty as to when the others will appear.

In view of this, the Forest Service has published a synopsis covering the whole country. It is not a complete report, nor does it go into details, but it gives the amount of wood manufactured into fin ished commodities yearly in each of forty states. Those omitted are practically non-manufacturers of wooden products-North Dakota, Nebraska, Wyoming, Utah, Colorado, New Mexico, Arizona and Ne vada-so that the report as to totals is now practically complete. It is appended to the Ohio report, which is the latest to come from the

The following table, rearranged from the form in which it appeared in the Ohio report, gives in concise figures the amount of wood passing yearly through shops and factories in the forty states. For convenience, the output of lumber in the states, in 1910, is also given.

ANNIAL MANUFACTURES OF WOOD BY STATES

	Quantity	Lumber	Number
	manufactured,	output 1910.	of in
State -	feet b. m.	feet b. m.	dustries.
Pennsylvania	1,800,000,000	1,240,000,000	42
Illinois	1,782,000,000	114,000,000	52
New York	1.740,000,000	506,000,000	49
Arkansas .	1.361,000,000	1,844,000,000	17
Louislana	1,355,000,000	3,744,000,000	12
Michigan	1,283,000,000	1,681,000,000	37
Minuesota	958,000,000	1,458,000,000	23
Wisconsin	930,000,000	1,891,000,000	25
Ohio	915,000,000	490,000,000	35
Virginia		1,652,000,000	29
Texas	762,000,000	1,884,000,000	17
Alabama	727,000,000	1,466,000,000	20
North Carolina	676,000,000	1,825,000,000	25
California	662,000,000	1,255,000,000	35
Indiana	652,000,000	423,000,000	35
Mississippi	618,000,000	2,122,000,000	12
Georgia	555,000,000	1,042,000,000	18
Massachusetts .	550,000,000	239,000,000	24
Florida	521,000,000	992,000,000	11
Missouri	443,000,000	502,000,000	26
New Hamashite	423,000,000	444,000,000	27
Tennessee	414,000,000	1,016,000,000	21
Kentucky	410,000,000	754,000,000	22
Washington	338,000,000	4,097,000,000	19
Oregon	297,000,000	2,085,000,000	22
Maryland		155,000,000	14
Iowa	263,000,000	75,000,000	23

West Virginia .	. 260,000,000	1,377,000,000	20
New Jersey	256,000,000	37,000,000	25
Maine	. 245,600,000	* 860,000,000	21
Vermont	207,000,000	285,000,000	17
Connecticut	. 110,000,000	155,000,000	26
Kansas	. 61,000,000	1,000,000	10
Delaware .	. 51,000,000	47,000,000	1.4
Rhode Island	42,000,000	14,000,000	13
Oklahoma	. 28,000,000	165,000,000	15
Idaho	19,000,000	746,000,000	
Montana	6,000,000	319,000,000	11
South Dakota .	6,000,000	16,000,000	8

It will be readily observed that the above table is only a skeleton. There are many things which it does not show. It gives no information as to the kinds of wood used in the several states or in the whole country. Nor does it present any figures on cost. It is presumed that these details will be embodied in future reports; but the figures thus far given are valuable and of great interest. It is absolutely the first time in the history of the United States that reliable information has been available, showing what percentage of the rough lumber that comes from sawmills goes to shops and factories to

.22,907,000,000

Could such reports as this have been made available, say every ten years, since the government was founded, they would have provided one of the most valuable features of our industrial history. Doubtless they would exhibit many interesting and remarkable sidelights on the country's development.

be further manufactured.

Unfortunately, such statistics were never collected in the past, The present report is the first. It marks the beginning of the exhaustive reports on timber and its utilization. Doubtless reports of a similar kind will be published at frequent periods in the future, all dating back to the present one as a basis for comparison,

The figures show that sixty per cent of the annual output of rough lumber finds its way to shops and factories to be further manufactured. Few people have guessed that the ratio is so high. Some well informed men have placed it as low as twenty-five or thirty per cent. This is proof of the need of reliable information on the subject. It is probable that the ratio will increase in the future, as utilization becomes more close; however, to make such a prediction would simply be another guess, and it might miss the mark widely,

There are some items in the table which are liable to mislead if not explained. Arkansas and Louisiana are credited with the remanufacture of more than a billion feet each. It is well known that manufactures of wood are not much diversified or highly developed in those states. They are producers of lumber. However, matched and planed flooring and dressed siding are counted as manufactures, and these make up the bulk of what the table shows in several of the southern yellow pine states. These commodities are dressed to save freight in long shipments north and east to their markets; and to that extent the southern states are manufacturers to the full amounts shown in the table.

Twelve states send to their shops and factories more lumber than their sawmills produce. That should not be a matter of surprise. Naturally, thickly populated regions, with little timber of their own, will give more attention to manufacturing than is given by the inhabitants of a sparsely settled region. They import wood to supply their factories. The average haul of all lumber sawed in the United States is about 300 miles. This movement is solely for the purpose of taking it from places where it is not much in demand to places where it is needed; and the best markets are usually found at the factories, though they may be far from the mills which saw the

The number of wood-using industries in a state is an index to the closeness and diversity of utilization. Remarkable differences occur, as are shown in the accompanying table. Illinois has fifty-two such industries, Mississippi only twelve; yet the latter state produces sixteen times as much lumber as the former. It is not, therefore, so much the abundance of native timber in a region as a demand for

manufactured acticles that determines the extent of wood using industries. Idaho and South Dakota have eight such industries each. The state of Washington, which produces more lumber than any other, has nineteen industries; Louisiana, which is second in production, has only twelve. Perhaps Pennsylvania as the most eventy balanced state in or duction of rough lumber and it manufactured articles. It has torty two industries and leads all the other states in the extent of its wood manufactures, and it likewise stands high in output of rough lumber. The standing timber, the factories and the markets are near together.



# Consignments Demoralizing Abroad



Holding back with foreign shipments is still in order, as is indicated by the report of exports for the month of January, compared with the corresponding month of 1913. The difference is no longer as great as it has been, but the tendency to curtail forwardings is none the less unmistakable, and would be even more so if allowance were made for the shingle shipment of West Virginia spruce sent out last month to South America, which added some \$30,000 to the total for the month, and yet cannot be regarded as really a part of the exhibit for the reason that such shipments are only occasional. The difference between the two months, as can be readily seen from the figures, is almost entirely in oak, both log and lumber shipments having fallen off. Thus, there were no shipments of oak logs at all last month, against 45,000 feet in January, 1913, while the forwardings of oak lumber were 1,618,000 feet, worth \$54,149, against 3,573,000 feet, valued at \$122,043, in January, 1913. These two items alone account for the difference. As to the rest, there are shiftings, to be sure, but a deficiency in one is off set by an excess in another, so that they about balance. Poplar exports even increased, and it is with regard to poplar as one of the woods that exporters issue warnings against shipping on consignments, as such shipments are almost certain to not losses. The exports reflect fairly well the state of the foreign markets and should serve as a guide to shippers. The figures are as follows:

	19	11	191	3
	Quantity.		Quantity.	
Logs	first.	Value.	feet	Value.
Hickory	24,000	8 946	169,000	8 5,641
Oak			45,000	2,294
Walnut	154,000	10,893	138,000	11,828
All others	40,060	1.930	73,000	2.710
Lumber				
Cypress			13,000	583
Onk		54,149	3,573,000	122,043
Shortleaf pine	98,000	3,133	272,000	5,704
All other pine	19,000	700	70,000	2,249
Poplar	380,000	20,407	303,000	11,851
Spauce	974,000	30,208		
All others	319,000	16,515	244,000	10,641
Joists and scantlings			33,000	1,057
Shooks, all others	807	888	6,972	7.914
Staves		6,200	342,821	12,441
All other kinds of lumber		21,812		4,980
Doors		8,828		4,000
Furniture		1,105		1,740
Trimmings		1,113		376
All other manufactures of wood.		11,963		39,582
Total.		\$190.790		\$950 811

Shipping lumber on consignment to some of the foreign markets has again become an acute problem, and prominent shippers are issuing warnings against the practice as productive of serious losses if persisted in. The markets especially to be guarded against are those of the United Kingdom, Rotterdam and some others on the Continent, which have become so congested with stocks, chiefly oak and popplar boards and oak planks, that the exporters who ship on consignment only have a hard time of it in the face of the active competition and the low prices that prevail, while the consignment shipments are kicked about like a football, to be finally sold for whatever they will bring, which is often considerably below their actual cost to put down on the other side. The steamship companies, perhaps unintentionally, encourage the unsettlement, on account of consignment shipping, by exposing their manifests to whomever will inspect them. It thus often happens that a foreign buyer receiving

a shipment of contract houses, for which he stands to pay a certain price, learns that on the same vessel which brought his lumber came fifteen or twenty cars of even more of consignment staff, which, having no contract guarantee behind it, is thrown upon the market and goes for what it will bring, whether the market is in shape to take it or not. The contract consignee immediately becomes dissatisfied, as is quite natural, and begins to find fault with the shipment, which may have come up to requirements in every respect, with the idea of getting the price he must pay down to the cost of the consignment lumber, with the result that the exporter is put to more or less trouble and the entire market is unsettled. The history of the export trade is one long record of disasters, due almost entirely to consignment shipping. Sooner or later every one of the exporters who engage in the practice indiscriminately is overtaken by misfortune. It requires a careful study of the foreign markets and close regard for their requirements to steer a safe course, and the fact cannot be too strongly insisted upon that the present is a time when it behooves the exporters to go slow about forwarding stocks. The chief incentive, naturally, is that of being able to draw on consignment shipments for seventy-five per cent or more of the value of a shipment the moment the invoice is at hand. The foreign broker gets his commission on this seventy-five per cent or so, and frequently does not bother greatly about realizing the difference between it and what would be a fair market price. In fact, his share in the difference is so small that he cannot well afford to spend a day or more finding a taker who will pay the full price. The consignment, therefore, is often sacrificed, and quickly turned over, realizing perhaps \$5 or so per 1,000 feet less than it should bring. This \$5 is generally the difference between a profit and a loss. If the bad effects of consignment shipping were confined to the men who engage therein, they might be quietly left to become the victims of their own rashness, but, as pointed out, the evil is far-reaching and affects the entire trade. The situation in the markets mentioned is reported to be worse at present than it has been for some time, and consignment shipping will only add to the confusion.

#### Unavailable Assets

The state of New York's ownership of forest lands affords an unique example of unavailable assets. It possesses several hundred thousand acres of timber, yet it cannot touch a stick of it. The state constitution forbids. Not a tree must be cut, even though it is overmature, or even though it becomes a menace by dying. It may be infested with enough beetles to stock the surrounding timber, yet the law will not permit its removal. Advocates of forestry in the state recommend the purchase of more land and the planting of more trees, while timber already over-ripe is permitted to die and rot. The state owns one-fifth of the forest land within its borders and onefourth of the standing timber. Its stumpage is estimated at 6,000,000-000 feet; yet this is left untouched while factories in the state send outside \$20,000,000 a year to buy lumber. The annual demand for crossties is 16,000,000 and more than half of them are bought beyond the borders of New York. It is estimated that the growth of the state-owned forests amounts to 525,000,000 feet of lumber a year: but it grows to die unused unless the people of the Empire state get busy and change their constitution in a way to permit lumbering operations on state lands. The proposed change in the constitution has been advocated for ten or fifteen years, but it is apparently as far from consummation as ever.



# Lumber Sales Conditions Changing



The general manager of one of the largest concerns in the lumber business recently completed a long trip to most of the leading markets in the North and East. His trip was not primarily for the purpose of selling lumber, but rather to enable him to feel out conditions affecting consuming industries, and to get a line on the probable business to be handled during 1914. Incidentally, it may be added that his trip has made him an optimist of the reason-why type. But the most important result of his investigation, as summarized in his own words, was as follows:

"We have been familiar with a tendency on the part of a good many consumers, during the past few years, to buy closer to their current needs than previously. A few years ago the consumer was accustomed to carry immense stocks of lumber on his yard; but while he has been reducing his stocks gradually for some time, it is only now, in my opinion, that the plan has been generally used, and has been carried to the point where the lumberman is expected to deliver material on a sufficiently exact schedule to enable the consumer to unload lumber from the car into the kiln, making a continuous movement through the factory and into a car at the other end as the finished product."

The fact that this tendency has been gradually developing, especially since the panic of 1907, has been commented upon many times; but it may be worth while to consider some of its effects on the business, especially as regards the selling department.

One of the things which undoubtedly will come about will be that contract business will be more important, both as to volume and as to the number of concerns using this system. Heretofore the bulk of the trade has been carlot orders. The consumer has picked up a car here and a car there, both according to his requirements and according to the opportunity to get a special value. In other words, he has been inclined to shop, and to buy in excess of present needs, in order to pick up a bunch of lumber that looked like a particularly good value.

Under the new regime, assuming that the consumer has really decided to eliminate carrying stocks as far as it is physically possible to do so, the vital thing will be to have the lumber coming forward all the time in just about the right quantities to keep the kilns loaded up and the factory supplied. This being the case, the value of having a permanent connection, which has definite shipping orders and is in a position to carry them out, will be emphasized, and the consumer will need to be assured that his material is coming forward just as he requires it.

This will give added value to the stability and reliability of a lumber concern, and a buying connection, from this angle, will be just as much worth while as a selling connection, from the lumberman's standpoint.

A close analogy may be developed to the methods used in the iron and steel business. With the exception of pig iron, which is usually bought for immediate delivery, the consumer of iron or steel usually contracts for his season's requirements, and then merely specifies against his contract. This is a good deal simpler for the consumer, and certainly easier for the seller of the goods, since one sale closes up the business for the entire year.

The disadvantages of contract business have been referred to a good many times, but it must be conceded, in the last analysis, that the proposition depends largely on the character of the people at each end of the contract. If the buyer is the right sort, and the seller makes his agreements to keep them, not to break them, contract business is the best kind one may book. It is only when the consumer or the seller is the sort likely to be influenced in carrying out his contract by the conditions of the market, that a contractual relationship becomes undesirable. And, of course, it goes without saying that no business house which aspires to standing would decline to carry out a contract for the sale or purchase of lumber, made in good faith by both parties.

Such things are largely a matter of trade custom, of course.

One may venture the assertion that in the steel business the house which attempted to wriggle out of a contract for sheets, in order to take advantage of a temporary decline in the market, might have difficulty getting material later on, not because of any general agreement, but because it would be recognized that that type of buyer is undesirable from the standpoint of the manufacturer of the material.

"Contract business has always been the most desirable kind we have had on our books," said a hardwood man who has grown gray in the business. "We make contracts only with houses which we think will keep their part of the agreement, and we try to live up to the spirit as well as the letter of our end of the matter. The elimination of selling expense, to a large extent; the knowledge that the production of the mill is sold ahead for some time to come, and the ease with which bookkeeping accounts with a comparatively limited number of large buyers can be handled, all argue for contracts, when properly made."

Contracts, as a matter of fact, should specify a maximum and a minimum amount. One of the loop-holes used by the unscrupulous buyer, often, is that afforded by a contract covering merely "requirements," instead of a stated amount. But with a definite agreement limiting the amount of lumber to be delivered on the contract, both as to the smallest and greatest amount to be delivered at the contract price, both sides are protected, and the loop-hole is plugged up tight.

It is often said that the buyer usually insists on having a contract for a season's supply made at the price prevailing at the time the contract is signed. This is not always the case, however. Quoting the lumberman referred to at the opening of this article, "The buyer who studies the situation knows that today, for instance, plain oak is selling below the price it will be sold at six months from now. He would not ask you to sell him enough for an entire year's consumption at the current price, but would willingly agree, for the sake of being protected against possible advances of moment, to pay an increase covering the lumber to be delivered throughout the year."

A big advantage growing out of the new system of buying lumber, according to those who have studied the situation, is that the lumberman will of necessity have his finger on the pulse of conditions in consuming industries more frequently than under the old system or even during the period of transition which has been on for several years. When the consumer has a year's supply or more on his yard, his purchases were not indicative of the way things were going with his trade. This put the lumberman at a disadvantage, to the extent that he could not prepare for the future with the intelligent understanding which the manufacturer in every line should be able to supply.

If the consumer buys for immediate use, however, his purchases, or his specifications against his contract, will give a constant and dependable index of the state of the trade in that particular industry, and the lumberman could guide his own operations accordingly. He would, in fact, be closer to the market, a condition which has always been devoutly wished by the lumberman, who has bemoaned the fact that the period involved in bringing material from the stump to the factory is excessively long.

"I am convinced," said a big manufacturer, "that business under the new conditions will be much more satisfactory. Business will be more worth while, and can be taken care of to better advantage all around. Competition can be opposed more successfully, since service to one's customers and ability to deliver the goods at all times and under all conditions will be more important, in the eyes of the lumber buyer, than price, which is the all-important matter now."

The advantage of having modern drying equipment, which will enable the sawmill man to cut down the time that lumber will have to remain on his yard, will be emphasized under the conditions referred to, since the sawmill operator can see the changes in his market and take advantage of them without having to be a seer, as at present, when he is from three to six months away from the consumer, in point of delivery possibilities.

The furniture man is determined to "let the lumberman carry the stocks." The lumberman has been carrying them all along, and will continue to do so. The actual consumption will remain the same, and it will cost no more to deliver steadily on contract than to pile up a lot of lumber in a consumer's yard and wait for it to be used before making another delivery. It will merely save the consumer a lot of expense and trouble, and will not be disadvantageous to the lumberman in any appreciable degree.



# A Question in Veneer Trimming



One of the questions of the day which is just beginning to push itself forward noticeably is that of veneer trimming—when and how often veneer should be trimmed between the time of cutting and its final use.

Usually the veneer user passes this question by on the theory that it is no concern of his when or how often veneer is trimmed just so he gets the material in shape and size to suit his need at the time of using. It does interest the veneer user, however, as well as the veneer maker, mainly because it is a question of utility or efficiency in utilizing timber, but also partly because there is involved a matter of getting the veneer to be used in exactly the shape that he wants it.

. To understand this matter of trimming veneer, what it means and all its aspects and the when, why and how of it, we must go back to the time and place of its production and then follow it through to the finishing room.

Usually when rotary veneer is being made there is a part of the end of the block that is trimmed off in the process of cutting, being separated from the main sheet by what are termed score knives. This gives a veneer product which consists of a straight sheet or ribbon of veneer uniform in width or length and with the ends trimmed exactly square with the cutting and parallel with each other. It naturally makes a more presentable sheet of veneer than if the score knives were not used and the entire face of the block were peeled off because then there would be some irregularity in the width of the ribbon or the length of the veneer, and this is objectionable in a way.

Usually when the veneer is peeled out in this way it is cut up into dimensions of some kind. One may make it a business to cut to a size that will allow for shrinkage in drying and the final trimming to the exact dimensions required. Another may clip his veneer out in long sheets, as long as can be handled, and dry these sheets before clipping to dimensions.

In following this process the first noticeable feature about it is the waste incident to the end trimming by the score knives. This waste varies from one inch at each end to as high as three and four inches, sometimes, and in the course of a day's run it counts up considerably. If the logs are brought into the veneer mill in long lengths and are freshly cut with a drag saw before working, it is practicable, by careful attention, to reduce this end waste to a minimum of approximately one inch to each end. Where the logs are cut to short lengths in the woods, however, there is some checking in the ends and for this reason a more liberal allowance is made for end waste, the allowance being approximately three inches for each end.

One might well argue that it is immaterial whether this extra end length is trimmed off and thrown in the waste pile at the veneer machine or afterward. Indeed, one might urge that the sooner it was trimmed off and disposed of the better because it saves the handling of the waste through the driers and the trim mers and so on; but another factor enters there, which concerns the veneer user as well as the veneer manufacturer. It is the factor of sbrinkage.

Veneer does most of its shrinking, though not all of it, side wise. This is well known and understood. But the side shrinkage is not always uniform. There is some end shrinkage and there is also enough irregularity in the side shrinkage to draw the ends out of square and make another trimming necessary to straighten them out.

There have probably been wrangles galore over this matter of end shrinkage in veneer, mainly because we are too much in the habit of taking the attitude that end shrinkage is small, insignificant, and therefore needs but little attention. It is a known fact that where men are cutting drawer bottoms or other single ply stock to fit into grooved spaces neatly and cutting to exact dimensions with score knives at the veneer machine, it often turns out that the stock fails to fit. It will be short in length, it will be found so out of square that the sides and ends will not fit up at the same time. Then will come the charges from the user that the veneer manufacturer did not cut to specifications, and the veneer manufacturer will accuse his veneer cutter of carelessness in following instructions as to length.

The only way to get exact dimensions in veneer is to make those dimensions after the veneer is thoroughly dry. Cutting to specific dimension in either length or width before drying will result in disappointment if the requirements are very exacting. To give satisfaction where the requirements are exacting as to dimensions, the trimming to size must be done after the veneer is thoroughly dry, and generally it is best to do it with saws. Some thin veneer is cut both crosswise and lengthwise with knives but to get the best results in trimming veneer to size the ideal way, either with thin veneer or thick, take it in bulk and trim it with saws.

This being true, the question naturally rises as to whether veneer should be trimmed twice or only once, whether it should be cut to length with score knives and made long enough for a retrimming, or whether the score knives should be abolished and one trimming made to do it all.

The answer to the question depends somewhat on circumstances. Some trimming is quite often essential before drying. This is true especially of side trimming. Sheets of veneer must be cut to some sort of dimensions so that they can be handled, and in cutting to these dimensions notice must be taken of the final size requirements and allowance made for shrinkage in drying and for the final trimming to size. It requires the exercise of some care in making this allowance to prevent unnecessary waste on the one hand and to prevent an unusual amount of culls through lack of width on the other hand.

The usual allowance for shrinkage in width is ten per cent—one inch for every ten. Some woods, notably maple, will not shrink this much, but gum will come very near it. The shrinkage allowance would be the same whether the veneer sheet is cut up into individual sizes or into sheets of two or three sizes. If the final dimensions are small, however, a saving in trimming allowance may be effected by handling the sheets in multiples of the final size.

In the end shrinkage and allowance for trimming we might argue that since there must be a final trimming after drying, the score knives should be taken off and let the full length of the block go into the sheet with all its variations in alignment with the sheet. This argument is good, too, where the veneer is being dried, shipped and handled single ply. It involves only the drying and shipping of that extra length, and in return the extra length insures better stock after the final trimming and more room to do the trimming.

If the veneer is to be worked up into panels or built up lumber, however, there is the factor of glue, which cuts some figure. The economy in glue is just as important as economy in veneer, consequently the gluing up of two or three inches of extra length of veneer on each sheet and then finally trimming it off and throwing it away means the waste of quite a lot of glue, which is objectionable.

The ideal plan here would seem to be that of using the score knives to reduce the sheets to something near the end length desired and to eliminate the burden of the waste, while at the same time leaving enough length for the final trimming to exact size.

If the right kind of efficiency and utility were practiced at the veneer cutting and logs brought in in full length and carefully squared to length and as carefully handled in the machines. it should be possible to so reduce the allowance for end waste that it would not be necessary to use score knives and no trimming need be done on the veneer until after the final drying, other than that of chopping it up into sheets of a size that can be handled

There is today a pretty strong disposition to abolish as far as practicable the trimming of green stock to exact dimensions with score knives and elipper and to run out the full sheets, dry them and then trim to exact dimensions. Where the veneer user is buying his stock in plain sheets that are to be trimmed to exact dimension before using he is perhaps better off in buying stock that has not been cut to length with score knives for it will give him room for trimming, and enable him to get a degree of precision in length that is not possible in trimming green stuff with score knives.

# \* Timber Trade in West of Scotland

Expectations started high that the timber trade of Glasgow and the west of Scotland during 1913 would enjoy a prosperous year, in view of the fact that the principal local wood consumers were actively employed, but these expectations have scarcely materialized. Throughout 1913 at no period was there any pronounced activity in the demand, while occasionally an exceptional dullness prevailed, and particularly so during the latter half of the year. For what share of prosperity the trade did enjoy, it must look to the shipbuilding industry. From this source a steady demand has existed, while from other outlets the demand was exceedingly disappointing. The demand for housebuilding requirements has been in poor shape all the time. Wagon building has been moderately employed, but recently has shown a tendency to slacken. Quite a quantity of oak has been consumed by wagon builders, although compared with last year the figures are considerably less. Motor manufacturers have accounted for a steady demand for mahogany, oak, poplar and gum. Packingcase makers have been fairly well occupied, although hampered at times, owing to the price of stocks. The various cargo lots coming in have sold well, and buyers of spruce and Riga whitewood have adopted the policy of purchasing only against immediate requirements. Furniture makers have had a busy year, and a steady demand has been kept up for oak, mahogany, poplar, walnut and birch. Gaboon mahogany logs have again been an important feature of the imports, although the price continues to rise. The price of Honduras mahogany also continues to rise, and of course this is only to be expected because with demand all over the world increasing and supplies none too plentiful, the possibility of prices rising still further must be reckoned with. Spruce and American oak advanced during the year, but they can hardly go any higher this year. Instances of prominent staples decreasing in price during the year were waney pine logs, Canadian, Siberian and Californian first quality pine deals and sidings, sawn pitch pine, and Californian redwood. In the case of Canadian pine, it is more and more going out of use, owing to the substitution of cheaper goods. In the other cases, the freight reduction, and also the import exceeding the demand, has had to deal largely with the drop in prices. No appreciable change is to be recorded in the case of elm and oak logs, birch, Oregon pine, greenheart, hickory, ash, maple and walnut. A regrettable feature which, year after year, becomes more prominent, is the gradual decay of trade with Canada, at one time the largest exporter of timber of all the countries of the world to the United Kingdom, now a mere shadow of what it once was. It can be a matter of only a few years when supplies from this source need no longer be seriously reckoned with, unless something in the form of Colonial preference in the shape of a tariff on imports from competitive countries be imposed.

During the first part of the year freights continued at a high level until August, at which time it was the general opinion that shipping was in for another good autumn, but these anticipations did not materialize, and in September the demand for tonnage was not nearly

so persistent as the previous autumn, and freights began to fall away rapidly until in November when top rates should have been reached, there occurred something like a collapse. The lateness of the cotton crop had much to do with this, as excessive tonnage had been rushed out in order to secure this business. The depression of the freight market has become more acute since the beginning of the year, and shipowners are finding it extremely difficult to secure profitable employment for their steamers. The world's trade has undoubtedly declined more rapidly than was considered probable not many months ago, and the supply of tonnage which has been largely increased in recent years, partly owing to the replacement of old vessels by steamers of considerably greater carrying capacity, is now much in excess of the demand. The present depression is felt all the more by shipowners, owing to the fact that running costs have risen substantially within recent years, and that the tendency is still upwards,

#### SHIPBUILDING

This great industry, which looks to the Clyde, not only as its birthplace, but as the principal centre of its activity, has had a remarkably successful year. There was never any doubt as to the genuine nature of the demands for new tonnage, or as the ability of the shipbuilding and marine engineering firms to supply that demand, and it was not until there came a falling off in the freight market that owners and builders became less active in their negotiations regarding orders for new ships. With that falling, a reduction in the volume of work on hand in the yards was anticipated, but sufficient time has not yet passed to allow freights to affect seriously the activity of many firms engaged in turning out new ships.

The returns are as follows:

1913.	Vessels.	Tonnage.
United Kingdom	1,474	2,263,933
Of which the Clyde contributes	370	756,976
And compared with 1912	389	640,529

As has been the case for several years past, the market has had entire immunity from serious financial trouble, which may be considered cause for congratulations, in view of the dull conditions existing. The trade has had its share in the matter of labor trouble, the most serious one being the prolonged strike of carters, which prevented deliveries over a period of six weeks, and to some extent accounted for the reduced consumption of timber compared with previous years. In comparison with 1912, the imports and consumption are considerably down, and stocks have accumulated in certain directions out of proportion to the demand, and this will have the effect of lowering prices, unless there is a cessation of supplies for a time.

Indications for the present year are hardly so favorable as they were a year ago, yet it is difficult to conceive that the dull conditions which have so long prevailed can become worse, unless there be a serious falling off in shipbuilding requirements, which—as already indicated—has been the mainstay of the market.



# An Unusual Logging Operation



In the Blackwater Canyon in the heart of the hardwood belt of West Virgina the Babeoek Lamber & Boom Company is success fully accomplishing a logging operation which is one of the roughest east of the Rocky Mountains. The Blackwater Canyon is typical of large tracts of mountain lands which carry valuable stands of timber which have defied the lumberman for generations because of their roughness, making logging unprofitable, if not quite impossible, by horse or steam ground-haul methods.

Many lumbermen know the Blackwater Canyon. The Western Maryland railroad passes through it on the Douglass side where the hills are much less broken and much less rough than on the Blackwater side. On the Douglass side today there is a scene of desolation. The gradually sloping hills were stripped of their timber by old horse methods.

In the canyon itself stands some of the most magnificent timber in West Virginia, and there it has stood for years awaiting an eco-

feature of any cableway skedder was found by Mr. Viering as essential for success. The greatest need for a slackpuller developed when his cable was stretched aphill for downhill pulling. With a long span the weight of the pulling line became so great that it was impossible for the crew to pull the slack.

Another difficulty presented itself, for in conveying logs, especially downhill, it was essential to apply the brake to the outhaul drum, allowing it to slip in order to retain the log in the air. His brakes would burn out as fast as he could make them. Just when Mr. Viering was experiencing his greatest difficulties, he became convinced that his difficulties could be climinated by the employment of the Lidgewood interlocking skidder and slackpuller. These represented the difference between success and failure. Without them the cost of logging was prohibitive. With them the cost of logging was prohibitive became exceedingly profitable.

The first of the new cableway skidders arrived in the fall of 1911



TRYING OUT THE CABLEWAY SKIDDER UNDER UNUSUAL CIRCUMSTANCES, BLACK WATER CANYON, WEST VA.; A 2600 FOOT SPAN

nomical apparatus for logging by power. While the Babcock Lumber & Boom Company's men were logging the Douglass side they were studying how it would be possible to log the canyon. Its lands extend for something like twelve miles along the Blackwater river, the timber slopes on each side being from one and one-fourth to four miles wide. The logging of this canyon is one of the most remarkable logging engineering propositions in America, if not the world. It is in charge of Fred W. Viering.

Mr. Viering began his experiments with some second-hand steam skidding outfits. One was the old type cableway skidder similar to that which was first introduced in the cypress swamps of Louisiana. He tried ground hauling methods and found them wholly impractic able. In fact, this second hand cableway skidder failed in essential particulars. Nevertheless, his experiments showed that if the problem were ever to be solved at all it would be solved with cableways.

In building a railroad from Davis to the Blackwater side he encountered a single point that cost \$6,000 to blast and one mile that cost \$15,000 to grade. As Mr. Viering found that railroad building was going to be so extraordinarily expensive he concluded that it was absolutely essential to reach out long distances with his cableway. As the spans increased so also did his trouble, in direct proportion to their length. The slackpuller, while recognized as an important

just after Mr. Viering got his stretch of switch-back road built on the upper slopes of the canyon and the skidder was set to work there. It was a success from the start and since then two more similar skidders have been purchased and set to work, one in 1912 and one in 1913.

Mr. Viering said recently: "I now have my three new skidders running so that they practically can be depended upon to log my mill cutting 125,000 feet per day."

While a long span cableway needs interlocking drums and slack-pullers there is another element of equal importance, namely, a high head spar. It was not practicable to rig the skidder to standing trees for they seldom were found growing where wanted. A portable spar, and a tall one at that, was absolutely essential for long span operations. Mr. Viering has stretched his cable to distances up to 2,600 feet and has constructed portable spars seventy-five feet high.

The general manner of operation consists in setting up the skidder and its seventy-five-foot spar in central positions and skidding radially from it in all directions covering a complete circle. The spar is carried on a separate mar from the skidder and is mounted on a roller bearing turn-table so that the rigging can be faced in any direction. After a complete circle has been logged and the skidder is ready to be moved, the spar is swung down, and because of its great length the

upper part of it is supported on a flat car. This spar is built of spruce, 28 inches at the butt and 17 inches at the top. The ingenious manner in which Mr. Viering has designed and constructed this spar has been recognized by the government of the United States who granted him a patent for his improvements. From each setting, the cable reaches out uphill, downhill, across draws and gulleys, and brings its load singly or in bundles with absolute independence of ground conditions. The aerial line is a straight line and there is nothing to interfere with high speed in bringing in the loads. As said before, the spans have reached out practically half a mile. In a single setting a circle nearly a mile in diameter has been completely logged.

The total number of feet skidded in the five months covered by a special report was 4,060,251; the total number of logs handled was 24,330, and the total labor cost for skidding was 96½ cents per thousand feet. Every log was taken to the railroad by the skidder from where it was felled and no horses were employed in bunching

or yarding the logs. In one day a skidder put in 96,000 feet of logs, which is a record breaker for the mountainous country. The logs are small, and it takes twelve hardwood logs, eleven spruce, or five hemlock logs to the thousand feet.

A single week's work (6 days) from July 25 to July 31, showed a daily average of 46,530 feet skidded with a labor cost for skidding of only 71% cents per thousand.

The mountains are all broken and filled with cliffs and knolls, and the ground is so bad that there are places where the loggers have to blow the trees off of cliffs with dynamite, because it is impossible toget at them to cut them down.

A trip of 2,400 feet can be made in 8½ minutes, with a load of from 1,800 to 2,500 feet, all due to the slackpuller and our signal belt system. This takes only six men against the old way with twelve men. They go right to the stump for the logs, and not to a pile where they had been put with horses. In this work a skidder without slackpuller and interlocking device would not suffice.



# Wood-Using Industries of Ohio



A bulletin containing 133 pages, embracing a report of the woodusing industries of Ohio and a list of manufactures, has just been published by the Ohio Agricultural Experiment Station at Wooster. The report was compiled by Carroll W. Dunning of the Forest Service

Sixty woods are used by factories in the state, thirty-nine of them hardwoods and twenty-one soft woods. Only four of the soft woods are produced by the forests of the state, while most of the hardwoods grow in Ohio. It is probably the most typical hardwood state in the whole country. It has always been such, and though highly developed now along agricultural lines, it still produces hundreds of millions of feet of hardwoods yearly. In 1911 the total output of its sawmills was 427,161,000 feet, of which the soft woods middle up only 8,889,000 feet, and the hardwoods aggregated 418,272,000.

Wood-using factories, in the state require more than twice as much lumber yearly as all the mills in the state cut. The consequence is that the shortage must be made good by imports from outside regions. The average cost per thousand feet of all woods manufactured in the state is given at \$30.47. That is for the rough material when it reaches the factory. In order to compare this with similar figures for certain other states, the following list is given:

	Average cost
Iowa	\$30.92
New York	30.76
Ohio	
Michigan	23.12
Kentucky	
Massachusetts	
Maryland	
Arkansas	11.49

The various kinds of woods used by factories in Ohio, together with the quantity and cost of each, are shown in the table which follows:

TOHOWS:	Average
	cost per
	1,000 ft.
Yellow poplar	\$ 29.42
White pine120,340,930	29.68
White oak	37.23
Longleaf pine 73,432,252	26.26
Shortleaf pine 71,334,721	25.75
Red 08k 61,096,273	31.46
Cypress	36.33
Hickory 35,621,331	42.67
Sugar maple 29,000,061	28.19
Red gum 27,609,659	22.69
White ash 24,511,381	36.18
Basswood 22,833,367	25.27
Chestnut 18,770,383	19.68
Beech	17.52
Norway pine	23.47

		8	
	Cottonwood	16,831,024	29.56
	Hemlock	16,164,964	18.58
	White elmpter	13,902.484	23,93
	Silver maple	9,328,214	17.78
	Birch	5,394,563	35.15
	Cork 'elm	7,411,570	18.47
	Black asn	6,122,309	33.37
	Douglas fir	5,819,733	34.60
	Sugar pine. Mahozany	5,411,891	46.45 128.85
	Spruce	4,712,348 3,575,750	22.21
	Black walnut	2,922,040	77.29
	Cotton gum.	2,450,000	39.47
	Western white pine	1,072,000	46.76
	Bur oak	1,026,000	39.00
	Red cedarff	953,810	28.63
	Cherry	947,881	69,68
,	Northern white cedar	944,540	19.16
	Buckeye A	930,992	21.07
	Sycamore	902,250	23.58
	Redwood	876,000	36.73
	Balm of Gilead	688,820	17.13
	Black gum	674,500	16.51
	Tamarack Cucumber	600,000 521,800	17.00 16.66
	Western red cedar.	510,000	30.20
	Spanish cedar	478,750	124.32
	Pitch pine	468,000	17.03
	Western yellow pine	450,000	45.89
	Lobiolly pine	449,000	18.32
	Western larch	213,000	22.50
	Hackberry	200,000	16.13
	Willow	170,000	27.06
	Butternut	82,500	39.26
	Sweet magnolia	75,000	12.00
	Circassian walnut	32,470 28,000	284.39
	Applewood	24,000	20.00
	Padouk	14,500	133.10
	Locust	12,000	35.83
	English oak	10,000	410.00
	Teak	1,000	250.00
	Ebony	500	240.00
	Rosewood	500	350.00
	Total	915,272,369	\$30.47

Of this wood 165,174,792 feet grew in the state, and 750,097,577 came in from other regions. The total cost of the whole quantity was \$27,884,839. Eight are foreign woods: mahogany, Spanish cedar, Circassian walnut, padouk, English oak, teak, ebony and rosewood. The highest priced wood is English oak at \$410 per thousand, the cheapest, sweet magnolia, at \$12.

The utilization of wood in Ohio is highly developed and diversified. The smallest industry uses 555,000 feet a year and the largest 249,000,000. Every industry, except matches and cigar boxes, employs

home grown wood in part, but no itelastry is wholly supplied with material grown in the state. There are thirty-five industries in all, which are listed below with the quantity of wood demanded yearly by such:

OHIO INDUSTRIES AND QU	10 1, 121	Woods	Camb BA	EXCH
	Quantit	v used	15	Total
	athten	illy -	l et	cost
		Per	1.000	f. o. b.
Industry	Leet o m	mil	1	twotors
Planing mill products	249,299,495	27 24		\$ 7,854,691
Boxes and crates		16.76	16.50	2,561,084
Sash, deers, blinds and general				
millwork		12.07	35.32	3,901,146
Vehicle and vehicle parts	85.691.735	9.36	39.62	3,395,115
Car construction		6.14	31.69	1,780,986
Furniture		4.50	36.90	1,521,463
Agricultural implements		4.32	29.43	1,162,823
Handles		3.33	27.65	842,991
Matches		2.73	34.31	857,750
Fixtures		1.53	41.28	576,800
Bungs and faucets		1.10	26.98	272,062
Dairymen's, poulterers' and		1.10	20.00	212,002
aplariste' supplies		1.07	25.94	253,422
Instruments, musical		.94	34.12	292,875
Tanks and silos		.92	33.45	282,293
Caskets and coffins				
		.87	26.42	209,740
Miscellaneous		.85	31.88	247.028
			323 421	
(toys)		( )		161,440
Refrigerators and kitchen cab-			0	
inets		.63	27.50	158,321
Chairs		.58	40.40	215,932
Machine construction		.53	30.01	145,560
Cigar boxes		.52	42.47	201,034
Plumbers' woodwork		.51	30.56	143,555
Trunks and valises		.45	25.23	104.636
Laundry appliances		.44	29.24	117,000
Ship and boat building		.36	39.43	130,997
Frames and molding		.31	42.01	118,057
Brushes		.29	19.88	53,622
Pumps		.18	41.21	68,256
Patterns and flasks		.16	51.47	75,627
Equipment, playground	1,450,000	.16	15.31	22,200
Pulleys and conveyors	892,500	.10	28.84	22,166
Sporting and athletic goods	811,000	.09	66.39	53,840
Instruments, professional and				
scientific		.07	33.14	20,010
Elevators		.06	25.47	14,976
Saddles and harness		.06	27.73	15,388
Totala	015 070 200	100.00	000 47	907 004 000

of this group follow:

Artificial limb manufacturers used only one wood-willow, and the entire supply was cut cutside the state. Umbrella racks made mostly of metal have wooden frames; ash and white oak supplied the material. Hard maple answered for looms of silk and textile mills, the sapwood of red gum for curtain poles and black walnut for gun stocks. The making of coffee mills required yellow poplar and red gum, and money drawers, yellow poplar and white oak, the former for the inside compartments, and the latter for the exterior. In the breweries to clarify and filter beer, chips cut from beech are frequently employed and are called brewers shavings. The manufacture of these in Ohio is not a large industry but is worthy of mention. On the other hand, the making of cigar molds, cigar makers' boards and presses is quite an extensive line of manufacturing in the quantity of wood reported. The molds are made of yellow poplar, basswood, maple and beech, while for presses and cigar boards, high grade hard maple alone supplied the demand. A large amount of wood in Ohio is converted annually into shoe lasts, trees and forms. The two former were practically all made from sugar maple and high grades were used; for the latter basswood and to a small extent yellow poplar met the demand. The only other product to be mentioned is farm gates made from red and white oak

The woods used in largest amounts in the various industries are given below. The considerations determining the use of a wood are its suitability and availability. Many woods might suit a certain purpose well, yet not be in use because too scarce or too costly. The chief woods in each of the industries in Ohio follow:

Planing mill products, yellow poplar. Boxes and crates, yellow poplar.

Sash, doors, blinds and general millwork, shortleaf pine.

Vehicles and vehicle parts, hickory.
Car construction, longleaf pine.
Furniture, white oak.
Agricultural implements, shortlenf pine.
Handles of all kinds, white ash.
Matches, white pine.
Store, bank and office fixtures, white oak.
Bungs for barrels and kegs, yellow poplar

Dairymen's, poulterers' and apiarists' supplies that jame Musical instruments, chestnut. Tanks, vats and silos, longleaf pine.

Caskets, coffins and outer cases, white pine. Woodenware and novelties, basswood. Refrigerators and kitchen cabinets, red gum

Chairs, white oak.

Machine construction, white oak.

Cigar boxes and tobacco cases, tupelo.
Plumbers' woodwork, white oak.
Trunks and valises, basswood.
Laundry appliances, cypress.

Ship and boat building, white oak.

Moldings and picture frames, red gum.
Brushes, beech.

Pumps, yeilow poplar. Playground equipment, white oak

Patterns and flasks, white pine.
Pulleys and conveyors, yellow poplar.

Sporting goods, hickory. Professional and scientific i

Professional and scientific instruments, masswers Elevators, longleaf pine.

Saddles and barness, elm. Miscellaneous, yellow poplar.

White oak has more reported uses in Ohio than any other wood. It is made into 201 separate kinds of articles. Yellow poplar is second in number of uses, followed, in the order named, by sugar maple, red oak, birch and hickory.

More than 1,400 manufacturing establishments that make articles wholy or partly of wood, furnished reports from which the government report was compiled.

#### Logging Conditions Around Memphis

Weather conditions have been more favorable than usual throughout the Memphis territory for this time of the year for logging operations, and these have made very good progress. There has been some rain but the amount has been considerably below the average. In fact the entire winter has been exceptionally open and those who have had work to do in the woods have suffered little interference on this account. As a result the amount of timber prepared for later use at the mills here and elsewhere in the hardwood territory has been rather full. The great trouble, however, has been in securing facilities for the prompt handling of timber. The railroads have offered all the cars necessary and conditions in this respect are in striking contrast with the shortage of cars and lack of motive power noted in other seasons; but this is more than offset by the poor transportation facilities by water. The stage of both the Mississippi and its tributaries has been so low that comparatively little progress has been made in floating out any sort of logs. This condition has borne a little more severely on those owning cottonwood and gum than on the general hardwood interests of this territory but it has affected the movement of timber of all kinds.

Cottonwood grows comparatively close to the streams in this section. It is either on the Mississippi or its tributaries and custom has been that the greater portion of such timber by far has been handled by water instead of by rail. There is a dislike, too, on the part of owners of gum stumpage to use rail transportation where timber can be handled by water and this inability to make use of the river has interfered to some extent with the movement of gum logs to this centre. A prominent firm which is engaged in getting out timber in eastern Arkansas is authority for the statement that its work is practically at a standstill because of the low stage of the streams in that section and practically all interests depending on the water as a means of handling timber are finding their receipts somewhat restricted. It may be said, however, that the majority of the mills in this territory are still able to keep in steady operation and further that, if there is anything like a good spring rise, conditions with respect to log supply will compare very favorably with the average if indeed they are not even better.



# Pertinent Legal Findings



#### SELLER'S DUTY TO FURNISH CARS

Many buyers and sellers of lumber will be surprised to learn that there has never been any serious dispute over the question whether, when a contract to sell lumber calls for delivery f. o. b. cars at the place of shipment, the seller is impliedly bound to furnish the necessary cars, in the absence of express agreement to the contrary. But the fact is that such question has not only been frequently raised in the courts, but the courts have not been able to agree on what is the proper rule in such a case. The latest decisions on the point, however, lean toward the rule that unless the contract of sale shows that the buyer has undertaken to furnish the cars, it will be presumed that the seller obligated himself to procure them.

The Kansas Supreme Court has said: "It is our understanding that the phrase or formula, 'f. o. b. cars,' has by long usage and custom acquired throughout the business circles of the country a definite and specific meaning generally understood by all business people. When such phrase or formula is used in a business contract between a buyer and a seller of ordinary commercial commodities, where the use of a common carrier is necessary, the parties intend thereby that the seller will at his own expense do all that may be necessary to accomplish the loading and consignment of the goods to the buyer, including the placing of cars upon which to load the commodities sold; and when nothing appears to modify or limit this meaning, courts should enforce the contract so as to effectuate this intent. This rule is reasonable, it harmonizes with existing business conditions, and is the universal practice among business people. It is conceded that by this phrase the seller is bound to deliver the goods to the buyer by placing them on board the cars. How can he do this unless he secures the cars?"

A similar decision has been handed down by the Wisconsin Supreme Court, although that tribunal once adhered to the contrary rule.

But in other states the rule seems to prevail that under a contract for delivery f. o. b. place of shipment, the buyer is bound to furnish the necessary cars or vessels, unless the seller binds himself to obtain the same, or unless the buyer can show that by a general custom or by previous course of dealing between the parties, it must have been mutually understood that the seller would furnish the means of transportation. Thus it has been held by the United States district court for the northern district of Illinois that a contract to sell coal f. o. b. the seller's mines amerely required him to load cars to be provided by the buyer.

MORAL.—When mutual understanding as to who is to furnish the necessary cars or vessel cannot be inferred from a general custom of the trade or from previous course of dealings between the parties, the contract of sale should expressly state who shall obtain the transportation equipment. Otherwise it may take a lawsuit to determine where the obligation rests, and in the meantime one party or the other has incurred liability in damages for breach of contract. Either the seller is entitled to damages for breach of the buyer's obligation to furnish cars, whereby the former has been prevented from making delivery, or the buyer will be entitled to recover on the theory that the seller wrongfully refused to make delivery.

#### SELLER OF BUSINESS AS COMPETITOR

When a lumber dealer or manufacturer sells his business, how far may be legally bind himself not to re-engage in the same line of business, and is any contract necessary to prevent him from competing with his successor?

Answering the second question first, there are repeated court decisions to sustain the statement that the mere fact that a lumber manufacturer or dealer sells his business does not prevent him from setting up a competing enterprise, but that his successor will be awarded legal relief against any attempt on his part to so conduct a new business that the public is apt to be deceived into believing that it is a continuation of the old concern; and in Massachusetts and perhaps one or two other states, it is held by the courts that a sale of the good will of a business implies an agreement on the part of the seller not to re-engage in a similar business in competition with the purchaser, on the theory that such restraint is necessary in order to protect the buyer in the enjoyment of his bargain. (89 Northeastern Reporter 548.) But the general rule is that the seller of any concern is left free to become his successor's competitor, unless he expressly promises, on some valuable consideration, not to do so. The consideration for such a promise is usually the purchaser's agreement to buy the business and good will at a certain price.

The important point to be noted in this article is that the law will not uphold such a contract if it unduly hampers the seller in re-engaging in business. It is not every express agreement not to re-engage in the lumber business that will be enforced. Originally, any agreement whereby a person attempted to bind himself not to resume a lawful occupation was declared by the courts to be invalid, on the theory that he, his family and the public are entitled to the benefits to be derived from his un hampered pursuit of his chosen vocation. The courts applied the principle that "competition is the life of trade;" but this strict rule has been greatly relaxed by the courts on recognition of the fact that it is a gross injustice to permit one who has sold a valuable good will to deprive the purchaser of the fruits of his bargain, by re-entering the business before the purchaser has become able to establish a reputation with his new trade. It is now a general principle of law that an agreement not to engage in competition with his successor will be enforced against the seller of a business, if it is no broader than is reasonably necessary for the protection of the purchaser in the enjoyment of the good will which he has bought. The test of the validity of such agreements, as applied to the lumber trade, was thus stated by the Florida supreme court in the case of Stewart vs. Stearns & Culvert Lumber Company, 48 Southern Reporter 19: "Whether such a contract unlawfully tends to restrain trade, or to a monopoly, cannot be ascertained by any accurately defined rules, but must be ascertained from a practical consideration of the circumstances of the case. Where an agreement is lawful in itself and is so limited that it will afford only necessary and proper protection to the parties, and will not materially or really injure the public it is valid, though it relates to and operates upon useful commodities." Thus what may be a reasonable restriction in one case would be unreasonable in another. For instance, a retail dealer whose business has been confined to a certain town and the surrounding country could not bind himself not to re-engage in the same business anywhere in the state. But the Indiana appellate court has sustained the validity of an agreement by a dealer in building materials, on selling his trade, not to compete with his successor anywhere in the same county. (Trentman vs. Wahrenburg, 65 Northeastern Reporter 1057.) On the other hand, all the decisions sustain the validity of an agreement of a hardwood manufacturer or wholesale dealer, whose business has extended over several states, not to re-engage in that business in competition with his successor in any of those states.

In some states the courts hold that the restriction as to time during which the competition is to be barred must be limited to such period as will enable the purchaser of the business to become acquainted with his trade; five years being treated as a reasonable period in most instances. There are many decisions in other states, however, to the effect that if such a contract is reasonably limited as to territory, it will be enforced, although unlimited or indefinite as to time. It will usually be found, however, to be safest to limit the time to five years.

#### DELAY IN MAKING SHIPMENTS

A lumber company is not hable for damages ans.0.2 from acked in delivering a shipment of lumber, arising from inability to procure cars, where the buyer's order was accepted subject to unavoidable delays. (Iowa Supreme Court, Wm. Cameron & Company vs. Cedar Rapids Lumber Company, 144 Northwestern Reporter 5x2.

#### BUYER'S RIGHT TO REJECT LUMBER

Plaintiff contracted to sell defendant 150,000 feet of lumber, more or less, of a certain grade; 100,000 feet to be of certain dimensions and to be paid for at \$11 a thousand, and 50,000 feet of other dimensions at \$9 a thousand. Held, that defendant was bound to receive so much of the lumber delivered under the contract as conformed to the agreement, although entitled to reject any lumber which failed to come up to the grade contracted for, and that, therefore, defendent was not excusable in refusing to accept any lumber offered for delivery because fifteen per cent of the contract quantity was "No. 2 common" instead of "No. 1 common," the grade bargained for. (Texas Court of Civil Appeals, Scanlan vs. Bland & Fisher Lumber company, 161 Southwestern Reporter 401.)

#### LIABILITY OF CONSIGNOR FOR FREIGHT CHARGES

A shipper of freight is personally liable to the railway company for the freight charges, regardless of whether he is the owner of the shipment, unless, to the railway company's knowledge, he is making the shipment as agent for another person. (Texas Court of Civil Appeals, Chicago, Rock Island & Gulf Railway Company vs. Floyd, 161 Southwestern Reporter 954.

#### WRITTEN GUARANTY OF PAYMENT NOT NEEDED

A statute in force in nearly every state provides that a contract to pay a debt owing by a third person shall not be enforceable unless it is evidenced by some writing signed by the person to be bound by the agreement. The Arkansas Supreme Court recently held, in the case of Brinkley Car Works & Manufacturing Company vs. Cook, 161 Southwestern Reporter 1065, that this statute did not apply to a promise by defendant to pay the price of lumber sold to a third person, where defendant was indebted to the buyer and where the seller of the lumber omitted to file a mechanic's lien on the strength of defendant's promise to pay the price. Defendant was held liable on his oral promise to pay for the lumber, on the theory that his contract was an original undertaking upon a new consideration.

#### ACCEPTANCE OF LUMBER BY BUYER

A person who contracted to buy lumber did not lose his right to reject delivery of inferior lumber by using a small part of it, while negotiations for an adjustment of the transaction were pending between the parties, he having offered to pay for the quantity used. (Texas Court of Civil Appeals, Continental Lumber & Tie Company vs. Miller, 161 Southwestern Reporter 927.)

#### REDEMPTION OF PAY CHECKS

The Louisiana Supreme Court lately sustained the validity of the law of that state which requires checks, punch-outs, tickets, etc., issued to employes for their services to be redeemed in current money, on demand. (Regan vs. Tremont Lumber Company, 63 Southern Reporter 874.)

#### RECEIPT OF CHECK AS FINAL SETTLEMENT

The mere fact that the buyer of a carload of hunder sends the seller a check for a certain amount, bearing an indersement or notation upon it to the effect that it is sent in full payment of all demands due the seller, does not constitute payment in full if the check is for a smaller amount than is admittedly due, although the seller retains the check and cashes it. (Alabama Court of Appeals, Louisiana Lumber Company et al., W. Farrior Lumber Company, 63 Southern Reporter 788.)

#### RIGHT TO PENALTY FOR BREACH OF CONTRACT

Although a contract for delivery of logs at a sawmill provides for a penalty for breach by one of the parties, the other party will not be permitted to recover it, if the default is attributable to the fault of both parties. (West Virginia Supreme Court of Appeals, Mitchell & McNeeley vs. Davis, 80 Southeastern Reporter 493.)

#### PRINCIPLES GOVERNING SALE OF LUMBER

Two important rules of law applicable to lumber sales contracts were recently announced by the United States district court for the western district of Michigan, in the case of A. G. Lehman Company vs. Island City Pickle Company, 208 Federal Reporter 1014. The first point is that if a manufacturer contracts to sell a quantity of certain commodities he is entitled to deliver articles of the contract kind produced by another, unless the contract of sale expressly requires the articles to be of the seller's manufacture. The court adds that this rule applies although when the contract is made the parties both believe that the articles will be of the seller's manufacture. The other point decided is that when one who has contracted to sell goods repudiates the agreement and refuses to make delivery, the buyer's only remedy is a claim for the damages resulting to him in consequence of the breach; he has no right to sue to compel the seller to comply with the terms of his contract—a remedy which is open under a contract to sell land.

#### RENT FOR STORAGE OF LUMBER

The mere fact that a seller of lumber stored other lumber on the buyer's premises did not imply a promise to pay rent for the space occupied, although it might be found from all the surrounding facts and circumstances there was an understanding for the payment of rent. (Arkansas Supreme Court, Harris vs. Eagle Box Company, 162 Southwestern Reporter 49.)

#### RIGHT TO BENEFIT OF MILLING-IN-TRANSIT PRIVILEGE

A shipper of lumber resawed in transit was not entitled to the benefit of a milling-in-transit privilege where the lumber was shipped from the mill under lower rates, fixed on order of a state railroad commission, than were in force when the lumber was shipped to the mill, one of the conditions upon which the privilege was granted being that a certain rate would be charged on the outbound shipment, and that rate having been reduced and the shipper having taken advantage of the reduction. (United States Circuit Court of Appeals, Eighth Division; Carson Lumber Company vs. St. Louis & San Francisco Railroad Company; 209 Federal Reporter 191.)

### A New and Interesting Process

It would seem that wide possibilities have been opened up through a process for simultaneously bleaching and extracting the coloring matter from woods, which has recently been perfected and placed upon the market. The editors of HARDWOOD RECORD have seen samples of wood treated with this preparation, which is a patented article, and in some cases the results have been really astonishing. For instance, a specimen of mahogany was shown which had been bleached out by this process and it is difficult to imagine a more beautiful wood surface than the white, satiny piece which resulted. It would also be difficult to imagine anything more peculiarly adapted to piano work for the gorgeous drawing room or music room than this unusual class of wood. In fact negotiations have actually been completed with several piano concerns which will result in their placing at least a limited number of their pianos on the market finished in this way. The process has also been used in connection with bird's eye maple, entirely eliminating the objectionable yellowish stain which results from the ageing of this wood. It is used on red maple to make it white, on red birch to make it white and on other woods such as basswood and similar species which go into kitchen utensils.

The possibilities are too broad to enumerate. The idea of the process is to render different colored pieces of an equal color or to make colored wood absolutely white, as after the wood has attained the desired grade of whiteness any finish can be applied and the wood can be oiled, stained, shellacked or varnished in the usual way without any danger of future change in its color. This is a great advantage over the old method of whitening wood with oxalic acid.

One process for which it is particularly recommended by the makers, Francke, Phillipson & Co. of Chicago, is in the whitening of hardwood floors after they have been laid. This will make the selection of flooring material a much easier proposition, as uniformity of color when laid will not be entirely essential.



# Progress of the Dimension Idea



The gradual recognition on the part of the lumber trade and consumers of lumber as well that real economy is served by the purchase of dimension stock has been accompanied by an effort to meet this requirement wherever possible without the necessity of performing any actual manufacturing operations.

Simply piling lumber according to width is a step in the right direction, of course, and the hardwood trade has been using this plan more and more of recent years, though it has been the rule in the big softwood mills for a long time. With the relatively smaller production of the average hardwood mill, as compared with the plant making yellow pine or cypress, separating the output with regard to width is somewhat more difficult, but once the piles are started the plan can be worked out without difficulty.

The chief trouble has been in getting a start. The additional yard-room required for handling the stock on that basis, when most of the space is already taken up with lumber which has been piled random widths, presents a serious problem, and the difficulty of solving it is one of the chief reasons why many manufacturers and wholesalers continue to pile their stock in the same old way, even though they realize that it would be a big improvement to have it separated as to widths, in order to take care of special orders which come in requiring that certain widths only be shipped.

The situation was graphically indicated not long ago by a hard-wood man who related the experience he had had in connection with a desirable piece of business on quartered oak.

"When we first got the inquiry of the buyer," he said, "the list of items wanted was so long that it looked as though we had received specifications for manufacturing dimension stock. But after we went over the list carefully, we found that most of the stock could be secured by the simple process of selecting the lumber for width. We examined typical piles to determine what we could do along that line, and concluded that we could handle the order. We did so, giving the customer just what he had specified in the way of width, and the results were satisfactory to him and to us."

The suggestion that the inquiry "looked like a dimension stock order," indicates how the average hardwood man shies away from anything of that nature, unless he has been trained to recognize the opportunities as well as the obstacles involved in handling lumber on that basis.

The lumberman who does not believe that he can pile his stock according to width, either because he has insufficient yard-room to permit starting over in this way, or because his output of any one item is not large enough to warrant him in offering anything but random widths, might adopt the plan used by a certain sawmill man in the Central South. It was developed at the request of a salesman of the company, who was constantly confronted with such questions as, "How does your lumber run for widths?"

"Ordinarily," he explained to the head of the concern, "I simply have to put up a bold front and make a guess, or I am compelled to confess that I don't know. And in this day, when nobody wants to buy a pig in a poke, but demands specific information about the goods we have to sell, it's necessary to give something pretty definite in making a bid for business."

The situation was met in a simple but effective way. The order went out that the tally record indicate the widths of the stock handled, so that it would be possible to report that a certain car of oak had contained so much 6", so much 10", etc. The inspectors kicked on this arrangement at first, on the ground that it involved unnecessary work, but when it was impressed on them that the information was absolutely necessary, they began to keep their tallies in the desired form.

Copies of the tally-sheets were sent to the salesman, and when he entered the office of a consumer who wanted to know how his lumber ran, his reply was to take out the sheets which had been sent him, and present his proposition about like this:

"Here are the records of several cars of plain oak shipped during

the past week. They show 30 per cent of 6" and 7" stock, 40 per cent of 8" and 9" and the rest 10" and up. I can't guarantee that your stock will run that way, but judging from the fact that it has been pretty uniform, I think your lumber will be found to come pretty close to the figures I have given you."

The use of actual statistics and the presentation of copies of tally-sheets never failed to impress the buyer, who was accustomed to have salesmen paw the air and beat around the bush in a vain effort to keep from committing themselves. The result was that after the hardwood man began to give the specific information of lumber shipped, without having to bind himself with a guarantee that the lumber to be shipped on the order taken at that time would necessarily run the same way, orders came a good deal more easily, and complaints, likewise, fell off with almost startling rapidity.

The instance might be mentioned of a large manufacturer who regularly supplies his staff of salesmen with this information about every car shipped for each month. In this case the results have not been particularly good, because the labor of going over the list and digesting the information contained there, so as to make it of practical value as a selling argument, has been too great for most of the salesmen, who carry the sheet in their pockets without putting it to any real use. But this is not the fault of the system, but of the salesmen.

Plain oak, as a rule, is not piled according to width, but there is no doubt that it could be handled that way to good advantage in the yard with any considerable stock of this wood. Six and seven-inch stock could be piled with 12", 13" and 14", of course, and the narrower boards could be sold with the wide. Eight and nine-inch could be handled separately, and 10" and 11" piled alone. The result would be that the buyer, instead of taking random widths, even though with some information to guide him in his purchases, could order just what he wented and get that and nothing more.

Lumber piled in this way is not only more valuable to the consumer, but is more profitable to the lumberman. The buyer is willing to pay for the service performed for him in separating the widths, for the reason that he is saved the expense of manufacturing and the waste involved in ripping the boards to get the widths he needs. The same arguments apply to this proposition as are applicable to dimension stock generally, proving the point made at the beginning of this article, that the lumberman can frequently manipulate his stock so as to get the result of dimension production without actually doing any manufacturing.

It is worth noting, also, that most of the efforts to handle lumber more scientifically and with greater reference to the needs of the consumer are the result of necessity. When poplar slumped, those who continued to make money out of it did so by separating the widths, studying the needs of the consuming trades, and selling the stock accordingly. The consumer was benefited, because he was saved expense and trouble, and the lumberman not only got sales that he would probably have missed otherwise, but got bigger profits than he could have hoped for if he had sold his stock random widths.

The most successful handlers of oak strips are those who have not been content to follow the classifications established by the rules, but to divide and subdivide according to the requirements of individual consumers, not making the man who wants the narrower end of the strip stock take the wide, with the necessity of ripping and wasting part of the material, and not making it necessary for the consumer who needs 4 and 5-inch strips to take the narrower lumber as well.

Plain oak requires some such treatment as that today, and now, in view of selling conditions in that field, seems to be an excellent time to try out the idea. Those who dislike the idea of going into the dimension business can console themselves with the reflection that they won't have to use a single machine in getting the results desired by the consumer; while the latter will be willing to accept the assorted stock that he wants without haggling over whether the result was achieved in the mill or in the yard.

G. D. C., Jr.



# The Lumbermen's Round Table



#### INTERIOR TRIM AND FURNITURE

Manafacturers who say that they are "interested" only in the furniture trade fail to realize that they are parties to developments affecting that trade, which may not be directly connected with it.

The interior finish business, for instance, impinges on the manufacture of furniture at many angles, and affects it to a material extent. The man who is selling the furniture manufacturers and is disregarding those making interior trim is overlooking one of the important features of the situation.

This condition was shown very strikingly in a recent instance by the completion of a fifteen-story office building in an Ohio valley city. The building is trimmed in mahogany, the door and windowframes, mouldings, etc., being of that material, while the veneered doors are splendid specimens of this class of millwork, being made with 1/4-inch figured mahogany faces.

The "class" of the interior trim is such that many of the several hundred concerns which have moved their offices to the new building have fitted their quarters with mahogany furniture and office equipment exclusively. The amount of business on mahogany furniture handled as the direct result of the use of mahogany in the interior trim is far up in the thousands.

The manufacturer of oak lumber, who wonders why the demand isn't what it ought to be, might talk to the architects who specify the character of the trim to be used and learn something to his advantage.

#### SELECTING FIGURED GUM LOGS

A well-known manufacturer of gum lumber, who has a mill in Mississippi, recently made the statement that figured gum logs can be selected without difficulty. This statement is opposed by veneer manufacturers, who point out that while a fresh-cut log will frequently give some indication of figure, this evidence is by no means conclusive.

"I have bought many million feet of gum logs for manufacture into veneers," said the representative of a large concern specializing in figured gum veneers and panels, "and I have been deceived in many instances. The 'calico' appearance of the butt of a log which has been freshly cut is suggestive of figure, but I have seen too many of them opened only to display a plain instead of a figured surface to feel like relying on it to any great extent."

#### THE BASIS FOR INVENTORY VALUES

In taking an inventory of stock, what should be the basis for fixing the values of the lumber on hand?

It would seem that the cost of the lumber would be the fairest way to handle the proposition, and this would work very well in a wholesale yard. However, with the sawmill man, who has only a log-run cost to work on, and can hardly fix the cost of each grade, except arbitrarily, this plan is not exactly ideal.

Many lumbermen look to the market price as a guide for inventory valuations, and fix these \$5 below the market, this amount being sufficient to pay the cost of marketing and leave a profit to the seller. This is a good, practical plan, and is sufficient evidence that lumbermen are aware of the danger of taking values at anything like the probable selling price.

In connection with inventories, one finds the explanation for shrinkages in profits which are puzzling to many lumbermen. The past year was a good example of what is meant. If a lumberman took stock June 30, after a period during which values in plain oak had risen remarkably, his profits, as a result of this upward swing, would have been unusually large. At the end of 1913, however, with the pendulum swinging in the other direction, the reduction in inventory values would cause a corresponding shrinkage in profits which would be rather disappointing. Yet the actual business handled during the final six months may have been just as desirable and just as profitable, disregarding

what may be termed the speculative features of the market, as that taken care of in the first half of the year.

#### A VENEER MANUFACTURING FALLACY

Not long ago a manufacturer of oak veneers agreed to get out some dimension stock for a customer at a price which was not only low, but actually below cost. The consideration involved was placing a large order for log-run stock of a kind on which a reasonable profit could be made.

The excuse for this sort of business may be, in this case, that the price paid for the log-run material was sufficient to take care of the loss on the dimension stock. But this is merely an excuse, and not a reason. It is just as indefensible to cut a price in the hope of thereby landing an order for goods on which a profit may be made as it is to cut prices on everything. The difference is only in the degree. The reduced quotation makes it harder for everybody else to sell that particular kind of stock at a reasonable margin of profit; and consequently if everybody played that game, the entire market would be demoralized, and it would be impossible to make money even on the staples, which can be manufactured most easily.

The only safe way is to know the cost of each item and to charge enough above cost to make a profit on each item. The plan of robbing Peter to pay Paul, and using a below-cost quotation on one class of business to get other business on which a profit may be realized, not only smacks of the corner-grocery style of doing business, but is poor policy from every angle.

#### THE CONTAGION OF ENTHUSIASM

"How are you, Mr. Smith? Fine weather we've been having, isn't it? How's business with you? Only fair? Well, we might be doing more ourselves, but things are coming along pretty nicely after all."

And the lumber salesman who spoke these words grinned cheerfully, gave the hand of the consumer he was calling on a hearty clasp, and began to talk as optimistically as if he had just inherited a million dollars.

The consumer looked at him and smiled.

"I'm glad you came," he admitted. "A chap was in here this morning who was talking hard times until he made me feel as if the country was going to the demnition bow-wows. He created a kind of Blue Monday atmosphere, and when he left I was ready to go home and beat my wife. But your line of talk sounds better. What do you think of trade, anyhow?"

This particular salesman doesn't try to sell lumber on the strength of "hot air"; he knows that there are always two ways of looking at the same situation, and that it is good business for him and his customers to take a cheerful, silver-lining view of trade conditions, instead of insisting on business being intolerably rotten.

The difference in his favor in this case was exactly two cars of plain oak; and it was sold at a price that a calamity-howler would have branded impossible. A cheerful sentiment is a mighty good business asset, and a salesman simply can't get along without it.

#### PARCEL POST FOR VENEER SAMPLES

The increased weight limit of the parcel post system has enabled veneer and panel manufacturers to use the new service to a considerable degree. The usual plan, in shipping veneer samples, is to tape and hinge them, so that they can be folded into a compact bundle. Protected by a sheet of ½-inch stock on each side, they can be shipped easily and safely, as well as quickly and economically, through the parcel post. A well-known veneer manufacturer said recently that sampling is getting to be one of his best bets, and that the parcel post has enabled him to get out his stock so conveniently that he seldom thinks of using the express companies, except where much larger weights than are provided in the parcel post schedule are involved.



# Methods of Forest Protection



Lumbermen and timber owners in general are becoming very much interested in the protection of their holdings from forest fires. It is estimated that ten years ago only about five per cent of the whole wooded area of the country received any attention whatsoever in the matter of fire protection whereas it has been estimated that, at the present time, aproximately fifty per cent of our forests are patrolled or protected, at least in a rough way, from the ravages of the destructive forest fires. This remarkable progress in the matter of looking after our wooded areas is a natural result of the increased value of timberlands which is best indicated by the rise in stumpage values that has taken place in the past twenty years or more.

Now we have special associations for the protection of forests

from fire, cooperative organizations and even committees of lumber associations appointed to consider and devise the most efficient and satisfactory methods and costs of fire protection. Up to the present time the U.S. Forest Service has been the leader in this work in protecting the national forests from fire and in stimulating the adoption of certain protective measures by private owners. Various state forest departments have also been very active in the matter of not only looking after their own reserves but also in cooperating with lumber companies and timber owners in obtaining

the most efficient protection against forest fires. More recently many measures have been adopted to prevent the starting of forest fires in order to reduce the annual fire damage to a minimum by the introduction of special patrol, erection of lookout towers, equipment of locomotives with spark arresters, etc. It is estimated that at least thirty states now have on their statute books effective laws for the protection of both state and private holdings from forest fires. Some states like Minnesota and New York have even gone so far as to require the disposal of brush and slash after logging operations by piling and burning the brush or by lopping the tops and larger branches in order to reduce the fire hazard to the least possible extent.

It has been estimated by competent authorities that the direct annual loss resulting from forest fires is at least \$50,000,000, and that in the neighborhood of 20,000,000 acres are burned over every year. It is further believed that had fires been prevented on forest lands that are now unproductive because of these same forest fires, 32,000,000,000 board feet of lumber valued at least at \$64,000,000 could now be produced every year on this land. The amount of this loss is equal to eighty per cent of the total yearly lumber cut of the United States.

Some of the most disastrous forest fires ever recorded are stillremembered by lumbermen in regions most severely attacked by fires. For instance in 1871 the great Peshtigo fire in the vicinity of Green Bay, Wis., resulted in the loss of over 1,000 lives, and

> 400 square miles of territory were burned over. In 1881, a forest fire in the peninsula between Lake Huron and Saginaw Bay in Michigan burned over an area of 1.000,000 acres. The famous Hinckley fire in Minnesota in September, 1894, destroyed over \$25,000,000 worth of property, nine towns were wiped out, and 600 people were killed. The recent fire of 1910 in Idaho and Montana is too well-known to require description; suffice it to say that in the short space of three weeks approximately \$25,000,000 worth of splendid timber was de-

> stroyed. Numerous other ex-

amples could be quoted of some of the more important fires that have occurred within the past decade.

It is, of course, obvious that our great conflagrations and fire losses occur in the dense timber growth of the Lake States, in the Northwest, and in the Northeast. Maine, Pennsylvania, and New York have all suffered very heavily from fires. Coniferous trees on account of the resinous character of their leaves and bark are especially susceptible to burning. Wherever hardwoods grow by themselves there is not such great danger from crown fires. However, the fact remains that most of our best hardwood stands occur in connection with coniferous timber as for example inthe big hardwood producing region of the Lake States, the



LOCATING A FIRE BY THE USE OF AN ALIDADE ON A TOPO-GRAPHIC MAP. NOTE THE 'PHONE WHICH IS USED TO REPORT THE FIRE AND ITS LOCATION.



A SEVERE GROUND-FIRE SWEPT OVER THIS AREA AND KILLED PRACTICALLY ALL OF THE HARDWOODS.



FIRE OFTEN WEAKENS THE BASE OF THE TREE SO IT CANNOT RESIST A STRONG WIND.

southern Appalachians including West Virginia, eastern Kentucky. Virginia, eastern Tennessee, and western North Carolina, and in Pennsylvania, New York, and the Northeast. The lower Mississippi hardwood region is comparatively exempt from fire risk on account of the fact that in lowlands which are moist, serious fires are rare; but in the Ozark region and even in the Ohio valley as well as in the other regions, ground fires burning through the leaves do serious damage to standing hardwood timber. The damage done to the stands in the Adirondacks and Appalachian mountains is too well known to require further discussion here.

Another pertinent fact is that most of our hardwoods are very susceptible to injury even by severe ground fires and that fire killed hardwoods deteriorate in quality very rapidly. Aside from this fact, fire injured timber, even when not killed outright is often left in such bad shape that it falls a ready prey to boring insects and fungi and the result is almost the same as if it had been killed at first. Even the second growth hardwood stands that have been cut over several times in the East, including New England, south along the coast to Maryland, suffer considerable annual damage from recurrent ground fires. Several lumbermen and timber owners in this section have taken active measures to both prevent and control all forest fires. A good example is found in the Pocono Protective Fire Association in eastern Pennsylvania. This association has shown what can be accomplished in the way of preventing damage by fires through cooperation of the private owners of 100,000 acres, nearly all of which consist of hardwood timber. Expenses are met for this work by the annual assessment of six mills per acre of land owned by the association.

In discussing the importance of the forest fire situation and methods of securing efficient fire protection, it is interesting to note the various causes of forest fires. In one large section of the country where in one year, 1,358 fires were reported, the following causes were recorded:

Causes	Number	Percent
Campers	. 346	25
Lightning	. 176	13
Railroad locomotives	. 273	20
Logging machinery, small sawmills, etc.	. 65	5
Clearing land	. 34	3
Incendiary	. 19	2
Hunters	. 15	1
Miscellaneous	. 60	ő
Unknown or cause not reported	. 367	26
Totals	1.358	100

Under "unknown, etc.," it is apparent that it would be impossible to detect in every case the exact cause of fire. It is astonishing, however, to note that of all the various causes listed, lightning is the only one that is not absolutely preventable.

In various sections of the country a great campaign of publicity and education in regard to forest fires is being waged which should cut down some of the most serious causes of fires such as careless campers, hunters, those clearing land, and those in charge of logging engines, sawmills, etc.

The principal and most successful methods that are now coming to be employed in the protection of timberlands from fire losses are the following: (1) patrol (2) construction of telephones and lookout or observation towers in connection with them (3) brush burning and lopping (4) use of roads, trails, and fire lines where necessary. In one part of the country the heliograph was used to flash signals under a code system, by means of the sun's rays, to report the location of fires that had started. In addition to these methods, legislative measures have been resorted to in order to compel railroads under certain conditions to use oil as fuel rather than coal; to clear out their rights of way, and to use spark arresters to prevent the spreading of sparks in the woods during the dry season. Other measures have been passed by many states restricting the burning of brush in clearing land to a few months in the year and imposing penalties for setting fire to the woods either through careless or willful action.

Very often a combination of various methods is used, such as the use of patrolmen, lookout towers and telephones. This has

worked out to splendid advantage in a number of regions under different conditions both by state and federal organizations and by private lumbermen and cooperative associations. Patrol work is really necessary only during an unusually dry and dangerous fire season. In the West, the Forest Service guards and rangers cover about 100,000 acres apiece on an average, which is entirely too much for effective work. In parts of Germany, patrolmen are expected to cover only from 1,000 to 5,000 acres. Look out towers have been used very successfully in locating incidient fires. They are placed on mountain tops or high elevations which command extensive views and with the aid of field glasses, observers can detect fires up to thirty miles away. In the West fires have been detected as far as one hundred miles distant in the clear atmosphere. On discovering a fire, the observer takes a compass direction to it and if he can get in communication with another observer by telephone, the directions are plotted on a map and wherever the lines intersect on the map, the fire is located and the proper authorities are notified at once. Telephone lines have been found to be almost indispensable in some regions. A single line built with a No. 9 galvanized iron wire can be constructed for from \$30 to \$50 a mile by attaching to living trees. The above is the method adopted by most of our states. New York, Wisconsin, Pennsylvania, and Maine have been the leaders in state fire protection work and since their reserves are scattered in with private holdings, the individual owner can cooperate with the state forester or warden to excellent advantage. New York has over 1,600,000 acres of forest reserves in the Adirondacks and the Catskills. Pennsylvania has practically 1,000,000 acres and Wisconsin about 500,000 acres in reserves.

Roads and trails are used to advantage as means of access in getting over the tract and also as a good place in which to check the advance of the fire. It is often necessary to construct trails in densely forested regions of mixed hardwoods and softwoods in order to properly control the area or to make the lookout stations accessible.

Under certain circumstances, especially in remote or inaccessible forest regions, caches of tools distributed at convenient points have been found to be splendid investments. Sometimes even food and rough camp outfits are stored along with caches of tools so that the toting of supplies which is often an important factor in putting out or fighting fires, does not hinder the progress of the work. Time is the big factor in putting out fires. As one lumberjack, well experienced in fire fighting, once expressed it, "Every fire can be put out with a stamp of the foot if you do it in time." If a fire is allowed to burn for several hours, undetected or without any effort to stop its progress, it may develop into a crown fire which under the presence of a high wind is impossible to stop.

The best tool to trench or directly fight a fire is undoubtedly the long handled shovel. This can be used both to dig a trench to the mineral earth and to throw moist earth directly on the spreading fire. Other useful tools are the mattock, cross-cut saw, axe and often a common rake.

In regard to cost, fire protection can be assured wherever fires are dangerous in our hardwood or mixed hardwood and coniferous forests by the expenditure of a few cents per acre annually at the outside. One large lumber association that uses patrol in the dangerous seasons and cooperates with the state in the use of telephones and lookout stations, secures very efficient protection for about two cents per acre per year. Another association during an especially dry and dangerous fire season spent as high as twelve cents per acre and considered it a splendid investment. The Western Forestry and Conservation Association, supported almost entirely by lumbermen, secures good protection from forest fire losses for between one and two cents per acre. This expenditure is really in the form of forest fire insurance and the various lumber companies have been well satisfied with the investment. Forest fire insurance has not been offered by any of the regular insurance companies in this country but in Europe it has been in use for some time. There is one large concern in Munich, Germany, which does considerable business in guaranteeing freedom from fire losses.

On well managed forest properties the premiums vary from \$1 down to twelve cents per \$250 value. The rate of course is made out for and differs with each particular tract.

There is no question but that in the future insurance companies will enlarge the scope of their policies to include the insurance of standing timber. This time will come just as soon as adequate measures are adopted by all the organizations interested in fire protection.

Several associations assess their members on a pro rata basis per acre in advance of the fire season which has proved to be excellent forest fire insurance. During 1911 in one instance 954,000 acres were protected at an average cost of one and one-third cents per acre.

The following are the principal factors of cost in organizing a forest tract under an efficient system of fire protection:

- Character of timber growth and underbrush. It is obviously more expensive to protect dense, brushy timber than an open, clean growth.
- 2. Topography or "lay of the land." Where lookout points can be established to advantage, it is a very cheap and efficient
- Accessibility. Telephones, roads, trails, etc., which are usually found near settlements are a considerable aid to fire protection. Sometimes, however, settlers are a great source of troublein brush burning, etc.
- 4. Location of emergency supplies of fire fighting tools, food and camp equipment. This is comparatively inexpensive and very efficient in saving time and trouble in getting to a fire.
- 5. Cost and efficiency of labor for patrol, erection of towers and telephones, building trails, etc. N. C. B.



# Imports and Exports in 1913



The Bureau of Foreign and Domestic Commerce has published figures showing the imports and exports of forest products for the year 1913. For convenience of comparison, similar figures for 1912 are given. The value of the mahogany imported in 1913 was seventeen per cent greater than in the preceding year, as is shown in detail in the following table:

1912.	1913.
Manogany from England\$1,724,381	\$1,761,206
Mahogany from Central America	1,101,809
Mahogany from Mexico	874,811
Mahogany from Africa	607,457
Mahogany from other countries 540,389	684,250
Total mahogany imports\$4,286,099	\$5,029,513
Gain in 1913 over 1912	\$ 743,414

The largest importations of mahogany are credited to England. This wood does not grow in that country, but is collected there from all regions of the world where it grows, and is distributed to various countries.

Most of the African mahogany which reaches the United States comes by way of England; but there is some trade in this wood direct between the United States and Africa, as the table shows, and this trade was nearly 100 per cent greater in 1913 than in 1912. This indicates that American buyers of African mahogany are sending direct to the country where it grows. While the imports directly from Africa nearly doubled, there was a slight increase also of imports via England.

Imports from Central America for the same period declined slightly, while those from Mexico increased in value more than forty-five per cent. This is a matter of some surprise in view of the domestic troubles in that country. In spite of the civil war the mahogany cutters in that country seem to be able to get their logs down to the coast and to sell them at a good price.

The mahogany credited to "other countries" comes from various islands of the West Indies, the northern coast of South America, and from Panama.

The imports of sawed lumber are divided in two parts, that from Canada and that from other countries. A slight falling off is noted in both divisions, as the following table shows:

Sawed lumber from Canada	,635 \$16,779,536
Totals\$17,883	,048 \$17,616,587
Loss in 1913 from 1912 \$266	,461

The imports of wood pulp increased more than nine per cent, and the increase was general, but greatest from Sweden, amounting in that instance to thirty per cent. Canada was able to slightly increase its shipments of pulp to this country. The table below gives the itemized imports of wood pulp:

		1912.	1913.
Vood pulp from Ger	many	\$ 2,629,377	\$ 2,348,036
Vood pulp from Nor	way	3,108,850	3,657,924
Vood pulp from Swe	eden	3,722.564	4,833,398
Vood pulp from Car	nada	4,893,410	5,115,830-
Vood pulp from oth	er countries	549,017	400,329
Totals		\$14.903.218	\$16 355 517

The value of exports of forest products exceeds the imports threefold, and in most items the figures for 1913 show a moderate increase over those for the preceding year.

The total export of round logs increased slightly, but ash fell off.

The details and allower and account the given a	JULO 11 .
Round logs— 1912.	1913.
Hickory\$ 296,435	\$ 330,911
Oak 147,127	68,859
Walnut 599,099	608,695
All other 2,785,752	2,912,802
Totals\$3,828,413	\$3.921.267

	1912.	1913.
Hewed timber	\$ 689,698	\$ 879,906
Sawed longleaf pine timber	7,916,104	8,705,257
All other square timber	2,920,512	537,169
Totals	\$11,626,314	\$10,122,332

Loss in 1913 from 1912......\$1,503,982 Lumber constitutes the largest item in the export of forest products, and the increase in 1913 over the figures for 1912 amounted to about thirteen per cent. The table follows:

Lumber— 1912.	1913.
Cypress (half year, 1912)\$ 189,261	\$ 464,969
Fir 7,821,850	9,098,882
Gum 2,087,206	2,657,240
Oak 11,267,750	12,278,439
White pine (half of 1912)	1,612,437
Longleaf pine 16,613,887	21,231,225
Shortleaf pine 990,498	856,825
All other pine 5,973,512	4,276,787
Yellow poplar 1,380,648	1,566,448
Redwood (half of 1912)	1,458,625
Spruce 578,142	611,496
All other 7,350,742	6,968,351
Totals\$55,985,732	\$63,081,723

The miscellaneous exports of products of the forest were eight percent greater in 1943 than in the year before. The most marked decline was in shingles, finishing lumber for houses, and woodenware. Increase may be noted in railroad test, stayes, sash, doors, furniture, empty barrels, and wood pulp. The table follows:

	1912.	1010
Railroad ties (a dt of 1912)	81,116,104	82 806,529
Shingles	294,726	179,507
Hox shooks	1 724,266	1,330,264
Harrel shooks	2,585,922	2,578,801
Staves	6,144,596	7 201,904
Heading	0.40,867	325,643

All other cooperage	0.212 661	3,3312,865
Sash, doors, and olinds	1,070,601	1,415,505
Curniture.	61 1861 , 8 450	7 288,130
Empty burrers	218 100	564 088
Incubators and brooders (had or 1912)	15.575	175,161
House finishings	1,052,827	8000 0008
Woodenwas	755,052	652,740
Wood pulo .	542,949	738 451
Other manufactures of wood	7,526,457	7.547,665

The total exputs of forest products in 1912 were valued at \$105,840,015, and in 1913 at \$114,777,513, the increase being \$8,937,498.



# Bullet Wood of British Guiana



Bullet wood (Mimusops globosa Gaertner) is one of the common and at the same time one of the most important timber trees of British Guiana. It is a well-known tree and is variously called bully tree, horse flesh, beefwood, red lance-wood, balata rouge. There are several other tree species growing in the same region, called bully or bullet wood, but they are smaller and less likely to reach the market outside of their range of growth. It often reaches the English and American markets under the name of beefwood, but it must not be confused with the Australian beefwood (Casuarina) also called she-oak or ironwood. The latter is very light red, coarse and cross-grained and does not attain the same large proportions as the South American bullet wood which is brownish-red, somewhat resembling true mahogany. From a study of common names of trees in tropical America one is led to believe that the term bullet or bully wood is applied to any hard, heavy, and close-grained wood. This is true particularly of sapotaceous trees belonging to the genera Sideroxulon, Sapota, Bumelia and Dipholis, All the trees of these and several other genera yield a gummy sap which is collected and sold under the name of balata or simply gum. The term bullet wood is probably a corruption of balata.

Bullet wood is produced by one of the largest trees in British Guiana. It ranges from 100 to 125 feet in height and from five to seven feet in diameter. It is particularly abundant in Berbice, B. G., where the mature trees are said to yield logs about forty-two inches square and free from sap. The trees are without branches for nearly one-half of their total height. They generally have clean, symmetrical boles for thirty or forty feet, and like a number of tropical trees are provided with three or four stout and powerful roots which form enormous buttresses above the ground. The straight massive trunks are covered with a grayish-brown bark. The tree is an evergreen and has rather large, thick, leathery leaves which are dark green above and somewhat lighter beneath. Owing to the absence of distinct annual rings of growth, the age of a mature bullet tree cannot be accurately determined. It is known, however, that the rate of growth is exceedingly slow, and it is probable that a tree sixty inches in diameter is fully 400 years old, while others of still larger proportions are relatively older.

The wood is brownish-red turning darker with age and upon exposure to light and air. One writer states that the wood is red in color resembling the lean of the boiled salt-beef of the sailor. and this is probably why this wood received the name of beefwood. The trade recognizes three varieties-red, white, and black. All are cut from the same species and the reason for these three grades can be explained on the basis that the red is the true normal heartwood, the white is from young sappy trees, and the black is from the old over-matured trees which grew up in low mucky soil. The nature of the soil frequently affects the color and lasting qualities of the timber. The darker colored heartwood would indicate that the tree has taken up highly colored substances which have been deposited on the inner walls of the wood elements in the form of gum and resin derivatives. The darker colored grades of bullet woo'l are said to be more durable than the lighter grades. The white ants which are so destructive to the woods in the tropics do not

attack the heartwood of this tree, but the bark and sapwood are penetrated soon after cutting the trees down. As a safeguard against this pest, the bark and sapwood should be removed from the logs immediately after the tree is felled.

The wood is very hard and heavy often weighing seventy pounds per cubic foot. It is strong, having a crushing strength of 4.77 tons per square inch and a modulus of rupture of 16,000 pounds per square inch. The latter was determined by testing a spar six inches in diameter. Bullet wood is very tough and elastic which are two qualities required in fishing-rod material. While this wood has not been used very extensively for this purpose it possesses the properties of a number of other good fishing-rod woods. The wood is very close and straight-grained and works very easily, but it is subject to serious heartshakes which unfit it for use in the form of large timbers for construction work. It is also liable to the attacks of the teredo and cannot be used successfully for marine construction. Some of the principal uses of this wood in British Guiana are for house building, telegraph poles, mill rollers and beams in sugar factories, field work, bridging, and spars. It is used also for making shingles and the native workmen frequently make planes of it. When the wind mills were still in use in British Guiana, the bullet wood was considered the best for the arms of the mill.

In purchasing bullet wood great care should be exercised to get the true kind. The forests are full of inferior kinds and the natives are prone to substitute worthless material in place of genuine bullet wood. There is good and bad bullet wood in the market, as is the case with a number of other important kinds. A timber known as "balata chien" which resembles the black grades of bullet wood is often cut and sold but it is practically worthless. The true bullet wood is considered the most important tree in South America, where it is taken into account that it yields not only very valuable timber but also a gum, the collection of which is controlled by special laws. This gum possesses properties which are intermediate between caoutchouc and gutta-percha and is in great demand in the United States and in Europe for making chewing gum, candies, and a great variety of other purposes. The wood is sold at present in the New York and Baltimore markets where it brings from twenty to twenty-five cents per square foot.

Bullet wood is one of the easiest woods to be recognized by means of a hand lens magnifying from four to six diameters. It will be necessary before examining the wood to cut a smooth transverse surface by means of a sharp knife. It will be seen that there are numerous fine short rows of small pores arranged in radial rows. In addition to these radial rows of pores there are numerous less conspicuous lines of soft tissue (wood parenchyma fibers) which run at right angles to the indistinct pith rays. These lines of soft tissue are invariably lighter in color than the harder and denser wood fibers between them. These characters which will always aid one in identifying the wood may be made to stand out more clearly under the hand lens if the smooth surface is moistened.

Indications are that most of the hardwoods will be exhibited at the Forest Products Exposition,

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

#### B 657-In the Market for Persimmon Logs

Glasgow, Scotland, Feb. 3. Editor Hardwood Record: We shall be glad to get the names of reliable shippers of persimmon logs, and trust you will favor us with all the information you have in this connection.

A short list of exporters of persimmon logs has been forwarded our correspondent. Editor.

#### B 658-Wants Market for Oak, Beech and Hard Maple Squares

Ockley, Ind., Feb. 13. Editor Hardwood Record; We are looking for a market for short red white oak squares. Also beech and hard maple squares, and red and white oak lumber sawed to specifications, and have been advised to write you for desired information.

This inquirer has been placed in touch with manufacturers of the material desired. Anyone interested may have the address upon application to this office. - EDITOR.

#### B 659-Wants 10/4 Soft Maple or Gum

Lester, Pa. Feb. 9. Editor Hardwood Record: Am writing you in regard to special size 10/4 soft maple which I am going to buy, thinking that perhaps you would be able to give me the addresses of firms from whom I would be able to buy this. I want about two cars of 10/4 maple of the following specifications

Ten per cent of the quantity that we buy must be any one of the following sizes:

8" wide and 16' long 5" wide and 16' long 8" wide and 10' long 5" wide and 10' long

Ninety per cent of the order can be any of the following sizes:

57" long and 8" wide 57" long and 214" wide 57" long and 5" wide 114" long and 5" wide

We can take any one of these sizes which it is easiest for the mills to get out. The lumber can also be in 57" lengths or multiples of 57".

We can use gum in the same sizes that we can use maple, although we

prefer to get the maple.

If you happen to know of any mills who manufacture any gum or maple, kindly let us have their addresses.

The information asked for has been supplied. Manufacturers have ing this stock to offer may have the address.- Editor.

#### B 660-Seeks Northern Dimension Stock

Two Rivers, Wis., Feb. 10 .- Editor HARDWOOD RECORD: Please give us a list of lumber manufacturers who manufacture dimension stock. We would like a list of those who engage in sawing up northern woods. COMPANY

This manufacturer has been placed in touch with northern dimension stock producers. His address is on file, to be supplied upon request .- Editor.

#### B 661-Spruce for Sounding Boards Sought

Saginaw, Mich., Feb. 13 .- Editor Hardwood Record: Having benefited materially from the information submitted by your office recently regarding veneer manufacturers, we take the liberty of requesting the names of eastern concerns manufacturing spruce lumber that may appear on

There are a number of eastern firms that make a specialty of spruce for sounding board purposes furnishing the piano manufacturers, and it is with such firms especially I desire to communicate.

MANUFACTURING COMPANY

Our files do not show manufacturers of spruce who make a specialty of supplying piano manufacturers with this stock for sounding boards specifically. However, the list of producers of spruce submitted the Michigan inquirer, we feel sure can get out this line of boards. Those desiring to have their names placed on our list as producing the material in question kindly communicate with HARDWOOD RECORD .-EDITOR

#### B 662-Wants Red Cedar Blocks and Slats

Liverpool, Eng., Jan. 31. Editor Hardwood Record We are taking the liberty of writing you to ascertain whether you would be kind enough to let us have the name or names of reliable exporters of red cedar blocks and slats, to be situated in the Tennessee territory.

The names of a few exporters of red cedar have been given our English correspondent. Anyone desiring an opportunity of opening up negotiations with this concern for red cedar can have the address by writing HARDWOOD RECORD. EDITOR.

#### B 663-Gun Stock Needed

Onaway Mich., Feb. 16. Editor Hardwool, Record: We would appre ciate very much if you would send us a list of the gun stock manufacturers in the United States.

A few names of gun stock producers have been sent the above. Anyone having it to offer and desiring the name of this correspondent will be supplied with same by communicating with HARDWOOD RECORD.

#### B 664-Canadian Birch Wanted

Grand Rapids, Mich., Feb. 13.-Editor HARDWOOD RECORD: Kindly favor us with a list of Canadian mills who could supply us with birch, and obliga

The above request has been fulfilled. Any of our Canadian readers desiring to communicate with this American prospective customer will be furnished with his address upon application.-Editor.

#### B 665-Wants Veneer Stock

Ovid, Mich., Feb. 11.-Editor HARDWOOD RECORD: Please send us by return mail a complete list of manufacturers of three-ply veneer drawer bottom stock and single-ply veneer drawer bottom stock, and also manufacturers of three and five-ply oak, birch and maple veneer.

A list of sources of supply for the material sought has been sent our correspondent .- Editor.

#### B 666-Seeks Birch Flooring

Pittsburgh, Pa., Feb. 12.-Editor Hardwood Record: Will you kindly give us a list of a few manufacturers of birch flooring

The above wholesaler has been given a list of manufacturers of flooring referred to. His address will be sent upon request.—Editor.

#### B 667-Seeks Manufacturers' Auto and Buggy Bows

Detroit, Mich., Feb. 14.-Editor HARDWOOD RECORD: Kindly send me a list of names of makers of oak or ash automobile and buggy bows.

A list as requested has been supplied. Manufacturers of this stock desiring to get in direct communication with this party may have the address on application.-Editor.

#### B 668-Wants Hickory Logs and Lumber

Memphis, Tenn., Feb. 17 .- Editor HARDWOOD RECORD: We are writing to ask if you would be kind enough to give us information as to where we can secure the names, directory, etc., of the manufacturers, consumers or brokers in hickory logs or lumber, either for domestic use or export.

Our correspondent has been supplied with a list of manufacturers of hickory lumber and logs. His address will be given to those wishing to negotiate with him for the stock sought .- EDITOR.

#### B 669-Wants Air-Dried Rock Elm

New York, N. Y., Feb. 17 .- Editor Hardwood Record: We are in the market for several mixed carloads of rock elm, air-dried lumber as fol-

4/4 firsts and seconds 5" and up wide. 6/4 firsts and seconds 5" and up wide. 4/4 No. 1 common. 6/4 No. 1 common. steady supply of short boards and edgings not less than We could use a steady

This correspondent has been given the names of manufacturers of rock elm. Anyone wishing to be placed in touch with this prospective customer may have the address on application .- Editor.

#### B 670-Seeks Market for Philippine and Borneo Hardwoods

The following communication is self-explanatory and will interest anyone seeking certain types of hardwoods growing in the Orient.-EDITOR.

Riatto Bariding, San Francisco, Cal. Ech 16. Editor Hamwood Routen A triend, K. Ples, residing at Samarinda, Koeter, Dutch Last Borneo, advises in that be is declar; in Modave and Ipd (Philippine names for certain burdwoods), and also in Bangkirai (a Borneo from wood) and that be would like to make connection with American firms desiring to parchase these woods of possibly wishing to interest them selves in certain timber concessions that Mr. Ples has on the east coast of Borneo accessible to deep water transportation faulties.

If this would interest yourselves or any of your renders, it might be well to refer directly to Mr. Ples at the above address. I beg to remain.

BENEARIN BELLENIFIED, Consulting Engineer

#### B 671-Seeks Efficiency Engineer

Dayton, O., Feb. 19. Editor Handwood Recom: Do you know of a first class experienced ethelency engineer who specializes in hardwood lumber? We want to get in touch with the best firm in this line in the country by correspondence at one.

The above communication is from a foremost black walnut producer. Anyone interested in this inquiry can have the address on application.—Edwor.

#### B 672-Wants Thick Dry Plain Oak

Wankesha, Wis., Feb. 19. Editor (Improvool Recond) We are seek nu several carbonds of 2% and 5% plain sawed white oak to be bone dry smuable to immediately out into work. Can you advise us where we can seem this stock. Company.

The above inquiry is from an agricultural implement manufacturing house, and while a possible source of supply for this requirement has been supplied, any others interested in the inquiry can have the address on application.—EDITOR.

#### B 673-Merchantable Timber

Philadelphia, I.a., Feb. 19. Editor Hardwood Record. Would it be possible for you to give us some definition of what you consider "merchantable timber?" We are having a controversy over what is "merchantable" in standing timber, and if you can give us any light on the subject we will very much appreciate it.

The above correspondent has been advised that "merchantable timber," as is anything which is defined as "merchantable," is timber which is salable.

It is a difficult thing to draw a strict line defining "merchantable stock" as timber of some sizes in some species is merchantable, whereas the same sized trees in another species would most decidedly not be merchantable. For instance, in spruce the timber is merchantable of a very small diameter, as it is used for pulpwood. Conditions as to soundness, availability, utility, etc., must also be considered.

Merchantable timber is less readily defined each year, as there is the constantly increasing difficulty of finding first-class stock in good sizes. Furthermore, increasing values make poor grades of timber merchantable.

As suggested above, this definition is purely governed by individual circumstances, and it is not possible to draw a strict line at any one point.—Editor.

#### B 674-Small Poplar Dimension to Market

Macon, Ga., Feb. 18. Editor Hardwood Record: We are looking for a user of small poplar dimension stock. Can you suggest a use for it? Do not manufacturers of small wooden pails use poplar in their manutacture?

Would appreciate any information you can give us on this subject.

This inquirer has been advised that he is right in supposing that wooden pail manufacturers use poplar, but that of course they require clear stock. However, it is very likely that clear cuttings could be marketed in this way.

A list of manufacturers of wooden pails has been compiled and forwarded to our Georgian correspondent.—EDITOR.

#### B 675-Spurious Mahogany

Under the above title an editorial was carried in last issue Hardwood Record protesting against inferior tropical woods of various kinds being marketed under the general name of "mahogany," when as a matter of fact they are not true mahogany, and buyers are misled. The article in question drew forth a protest from the Indiana Quartered Oak Company of New York, which is a purveyor of Philippine wood which it markets under the title of "Philippine mahogany." To this protest the following reply was made:

We have your favor February 16. Please bear in mind that when the editorial in question in our issue February 10 was written, it was

without the knowledge that you handled manogany or any tropical woods. Hence, you will see that there was nothing personal intended.

The editorial was inspired by a deluge of specimens of spurious mahogany which are being received at this office every few days, which bear no resemblance whatever to true manogany. Hence, manogany buyers are protesting against it.

We are obliged to relterate what was said in the article that there is no evidence at hand that any true mahogany grows in the Philippine Islands. We have in this office a complete list of Philippine woods, and specimens of all the leading varieties, and even the Philippine Forest Service makes no claim that true mahogany grows on the Islands.

The specimens of wood which you send may be just as valuable in physical characteristics as true mahogany, but we are simply protesting against woods that are not mahogany being marketed under that name, just as we do when Californian white pine is marketed as Michigan white pine.

If you wish to have your protest and our reply thereto published in Marbowood Record, and will authorize it, we will be glad to give the matter room in our columns.—Editor.

In response to this letter the Indiana Quartered Oak Company submits the following letter, for which it requests publication in connection with the foregoing:

New York, Feb. 20.—Editor Hardwood Record: In your issue of February 10, under the caption of "Spurious Mahogausy," you mention Philippine Mahogany," as one of the chief offenders under this head. As the sales agents in the East of the largest manufacturers of this wood (which we have been importing for about five years), we feel enough interest in the matter to try to correct, in the minds of your readers, what seems to us your mistaken point of view. We speak only for ourseleces, and in regard to Philippine wood.

We sell this as "Philippine mahogany" and never omit the word "Philippine." It seems to us one has the same right to do this as all dealers have, when they sell most "African." You state (and we gladily admit your knowledge), that "there are only two or three genuine varieties of mahogany in the 'fifty-seven' shipped from Africa." Ought not, therefore, mahogany dealers to sell the other "varieties" under some other name?

If we should offer our wood under the local names of "Lauan, Tanguile and Almon," we would be kept busy showing customers and freight agents how to spell them. As we fully explain, our wood is not a true mahogany (and by the way you omit in your list any mention of the West Indian wood which the writer considers the true mahogany, but which nowadays runs small and short and is sold as "Cuban.")

It is almost impossible to distinguish some Philippine wood from some "African." A large user of our wood told the writer recently that "his foreman said he wished the Philippine wood had never come in the shop, as some of his oldest and best cabinet makers had gotten it into the work along with African as they could not tell the difference," and added, "I can tell the difference by the amount of our lumber bills."

Another customer had to get the writer to point out our wood from African, used in a large and costly motor boat.

The gist of the matter is this: Our wood should be (and is) sold on its merits, and for convenience, a trade name of "Philippine mahogany" is adopted, as is the case with most "African;" so with "satin walnut" or "hazel" for red gum, "bay poplar" for tupelo; "mountain oak" for any old oak, "Oregon pine" for Douglas fir; with this notable difference, viz.: the domestic woods have plain English names, whereas if we sent out our salesmen to sell "Tanguile," or "Balachachan," our customers would think it was a new cigar or a drink. "The rose will smell as sweet by any other name." Our Philippine wood has been used by the same old customers for years, and they come back and don't care what we call it.

You make one error we think, in saying "It would be just as feasible to utilize some of our native woods, such as birch and gum, and stain them to imitate the genuine mahogany." We recently sold Philippine mahogany to the largest plano concern in the United States. They said "red birch has got so high and so poor we are going to use your wood. It costs no more considering the quality and little waste." How about this, in connection with your "stained birch" suggestion? Most tropical woods have the peculiarity of growth like "genuine mahogany," in that when quarter-sawn they show a "stripe," "ribbon" or "roe." Also, the best of the "mear mahoganies" (like ours) "stay put," and work easily and run wide and long. Birch and gum do not.

The writer is an amateur cabinet maker of a quarter of a century and knows what he is talking about. There is no mahogany like West Indian to work, curve, polish or darken with age, but this wood has almost gone the way of the "cork pine."

For some purposes (not considering the less price) Philippine "mahogany" is better than "African" (we are speaking of African which is not botanically mahogany), because it is more even colored and shows more figure and "life" (when quartered) and is straighter grain.

Near managanies are not hurting real managany any more than poplar hurt white pine or gum hurt poplar, or tupelo has hurt other gum. It is merely the natural trend of events, resulting from the sure and increasing disappearance of the timber of the world. In ten years from now South America will be bringing in here a substitute for "Philippine mahagany," and you will probably find us writing indignant letters to

you about "spurpous Philippine mahogany" being offered to the poor Innocent buyer

We also consider that we are benefactors to the ultimate consumers, as many of them are now getting a Philippine mahogany table, where last year they bought for "genuine mahogany," one with a birch top and INDIANA QUARTERED OAK COMPANY soft maple logs.

Willard Winslow President

#### B 676-Seeks Maple Lining Stock

Lester, Pa., Feb. 21. Editor Hardwood Ricord. Kindly give me a list of manufacturers from whom I can buy birdseye maple lining stock cut to size. I would appreciate it very much if you would give me this intormation by return until.

The desired information has been supplied. Anyone having the stock to offer and wishing to be placed in touch with the inquirer may have the address on application. Epiton.

# Clubs and Associations

#### Committees of Chicago Association

The following is a list of committees appointed at the meeting of the board of directors of the Lumbermen's Association of Chicago, held at the association rooms on February 9. All committees are here listed with the exception of the committees on arbitration and appeals, which were elected at the annual meeting of the association held on Jan-

TEMPE RELYTIONS COMMPTTET: F. L. Thornton, chairman: A. Schoen, A. H. Ruth, M. S. Porter, J. C. Halpin, H. L. Adams, J. Dick, A. A. Sisiek.

iek, A. A. Sisiek.
Inspection Committees: Geo. J. Pope, chairman; Pine J. R. Duthie, W. Jarobs, V. F. Mashek, Geo. T. Mickle; Jakowoop O. O. Azler heo, Fattmaner, Geo. D. Griffith, John M. Ruf.
Transp. Committee: A. F. Marsh, chairman F. R. Gadd, H. H.
Hetter, John G. Hedges, A. E. Smith, E. A. Thornton, F. J. Heitmann,
Membership Committee: Chas. Westecti. chairman; F. J. Heitmann,
L. Brown, M. S. Forter, A. H. Ruth, John McDonnell, Peter Beck, Sam Olson

COISON. MTERTAINMENT COMMITTLE: H. D. Welch, chairman: L. E. Rollo, s. Darling, J. S. Hurd, Wm. T. Fritts, J. L. Lanc, Arthur Nollau, A. Chas. Da

. Sistek.
Publicty Committee: Paul L. Schmechel, chairman; C. C. Collins,
H. Dien, L. A. Dodd, Ranalton Daucharday, P. S. Fletcher,
FYMANCE COMMITTEE: S. C. Pennett, chairman; E. W. Dierssen, J. H.
ion, N. T. Hand, Geo. J. Pope, ex-officio, V. F. Misthek.
CREDIT COMMITTEE: Go. A. Miller, chairman; C. E. Gamet, E. F.

Manrose. House Committee: F. L. Johnson, Jr., chairman; John Hansen, L.

E. Then Gommittee: Goo, J. Pope, chairman; E. A. Thornton, E. E.,

Skeede.
Committee on Arbehration: F. J. Heitheann, Fred D. Smith, F. B. McMullen, C. G. Flinn, E. A. Lang, H. D. Traeger.
Committee on Appears. M. F. Rittenhouse, Chas. Darling, Geo. D. Griffith, C. A. Marsi, Murdock MacLeod, John Olsen, Jr.

#### Monthly Meeting Philadelphia Exchange

The Philadelphia Lumbermen's Exchange held its regular monthly meeting on the evening of February 5. After supper the meeting was called to order in the exchange rooms by President Benjamin Stoker. This will be the last of the monthly meetings which include special social features, to be held under the present administration as the election of new officers and other annual business and 'ceremonies will take place in April. For this evening's entertainment the president invited James Edward Caltell, the mayor's statistician, and a remarkable adept at his profession, to speak on "Philadelphia." Mr. Caltell in his speech dwelt on the wonderful power this city wielded in the commercial and financial world, with its extensive manufacturing industries, strong and safe financial institutions, shipbuilding plants and railroads.

The regular meeting was then called to order at which the president announced that Gucker Brothers had been elected members of the exchange. Report of the committee attending the National Rivers and Harbors Congress in Washington, D. C., was next read; also a letter from the Washington Board of Trade requesting the exchange to join in the work of developing the national capital and making it the most beautiful city in the world. A resolution to that effect was passed. A resolution was also adopted at the request of the National Deeper Water Ways Association to write the state senators to vote favorably on the bill now before the House to purchase the Chesapeake and Delaware At the request of the National Wholesale Lumber Dealers Canal. Association, it was resolved that the president and two other delegates be sent to represent the exchange at the coming annual convention in Buffalo on March 4 and 5. President Stoker subsequently selected Charles P. Maule and John E. Lloyd as the other two delegates to complete the committee of three. Action was also taken on similar requests from the American Academy of Political and Social Science and Chamber of Commerce

The meeting wound up with an interesting talk by Richard Torpin who claims to be the oldest lumberman in the trade today as he is seventy-nine years old. His comparison of the old with the present Philadelphia was very amusing.

#### Plans for the National Wholesalers' Meeting Progressing

Arrangements for the twenty second annual meeting of the National Wholesale Lumber Dealers' Association to be held at the Iroquois hotel, Buffalo, N. Y., March 4 and 5, are progressing, and indications point to a large meeting. Secretary Perry states that letters received from members show an unusual interest in the meeting this year.

A number of important questions will be presented for consideration. The chairmen of the committees on bureau of information, railroad and transportation, fire insurance, forestry legislation and other committees. are at work with their committeemen and will have interesting papers to submit covering the year's activity.

The program and banquet committees are busily engaged in shaping up their work. Replies to invitations to the various trade organizations have been received not only from the wholesale and retail associations, but also from the National Conservation Congress, American Forestry Association, Railroad Business Association and others, so that the repre sentation will be general.

George S Wood, manager of the Forest Products Exposition, was in New York a short time ago conferring with Secretary Perry, and the matter of the exposition will be given full discussion.

The annual banquet of the organization will be held at the Iroquois hotel, Thursday evening, March 5, at 7 o'clock. The plan adopted a couple of years ago, namely, that the ladies participate in the banquet with the men, will be followed this year, and it is expected that a large number of the members will bring their wives, daughters, etc. The social feature of the annual meetings has kept pace with the association interest taken in the business sessions, and the easy access afforded by Buffalo to the many members of the association and its natural points of interest, will afford an unusually good combination of business and

#### Twelfth Annual Meeting

The board of governors of the National Lumber Manufacturers' Association has fixed the date for the twelfth annual meeting on Tuesday and Wednesday, May 5 and 6, 1914, in the audience hall of the Coliseum, Chicago, in connection with the Forest Products Exposition. The president and secretary were authorized to prepare a program to deal largely with the question of better methods of merchandising lumber. With this end in view, prominent architects, builders, wood preservers and representatives of the fire prevention and insurance interests will be invited to address the meeting, in order that the lumber manufacturers may get the views of the men who specify, purchase and consume lumber, as well as of those who would regulate and restrict its use.

#### Meeting Memphis Club

The Lumbermen's Club of Memphis at its last regular meeting on Luesday, February 17, went strongly on record in favor of employers liability law, and instructed the law and insurance committee to see that such a law along this line was passed that the interests of members of this organization would be thoroughly protected. This action was taken when it was made known that, at the coming session of the Tennessee legislature, an act of some sort covering this feature would be passed and the lumbermen believe that, if such is to be the case, the club ought to lend its support to a measure that will be fair to themselves as well as just and equitable to employees

The club also instructed the resolutions committee to draw up and forward to the proper authorities a strong protest against the proposition of the International Shipping Federation to insert in bills of lading a provision that, in case of strikes of stevedores or other causes leading to delay in the loading and unloading of vessels, shippers shall bear their pro rata share of any loss arising therefrom. The protest is to be sent to all the forwarding agents in the United States, to steamship officials on the other side and to the officers of the International Shipping Federation. It was suggested that this provision inserted in the bills would render the latter non-negotiable and impose still other undesirable handicans

The river and rail committee reported that it had reached an agreement with officials of the Illinois Central whereby all over-rate claims would be refunded at Memphis instead of Chicago, where Memphis shippers are concerned. This agreement covers all over-rate refunds whether the shipments originate at Memphis or whether they are destined to this If they originate at Memphis it does not make any difference point. whether or not they are delivered on lines of the Hilnois Central. It also makes no difference if they originate on other lines, provided Memphis is the destination. The agreement, however, does not hold unless the shipments either originate here or Memphis is the destination thereof.

S. B. Anderson, chairman of the special committee appointed to raise the necessary funds to defray the expenses of the banquet tendered in November to members of the Lumbermen's Clubs of Louisville and Nashville and the delegates to the red gum conference, reported that he and his associates had succeeded so well that they had raised a surplus over and above the sum needed. Needless to say, this committee was given a vote of thanks and "honorable" discharge.

F. E. Stonebraker, who is chairman of the committee having in charge the furnishing of the rooms in the Business Men's Club to be used by the Lumbermen's Club, reported that these would be ready for occupancy before the end of the current month.

J. D. Allen, Jr., president of the club, announced at this meeting that

he had received a very warm personal letter from Secretary Weller of the Hardwood Manafacturers' Association of the United States, thanking him for the part he had taken in the recent meeting of that body. Formal. resolutions of thanks to the club, adopted by the association before its adjournment here, were also received and ordered spread on the minutes.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Asso ciation, told of the efforts being made to have the Chicago Lumbermen's Exchange building completed in red gum-He said that at present the matter was in the hands or I R Gadd of the Wisconsin Lumber Company and that the latter would take the subject up with the McCormick in-Mr. Pritchard asserted that every possible pressure terists the owners would be brought to bear to have the building finished in red gum, but asserted that the mahogany interests secured the start and that they so far have the advantage in a slight degree

C. L. Harrison of the Himmelberger-Harrison Lumber Company, was cleeted an associate member. Three other applications were received. These will be voted on at the meeting to be held February 28.

This was the second regular meeting held this year, the one scheduled for January 23 having been passed because of the annual of the Hardwood Manufacturers' Association. The attendance was quite full, there being fifty five members and visitors present. J. D. Allen, Jr., was in the chair. The usual luncheon was served

#### Committees of Philadelphia Association Appointed

Ralph Souder, president of the Philadelphia Wholesale Lumber Dealers' Association, has appointed the following committees for 1914:

ENTERTAINMENT: Horace A. Reeves, Jr. R. Wyatt Wistar and Ben

MEMBERSHIP: Augustus J. Cadwallader, J. W. Turnbull, Joseph P. Omegys, Charles Atherton and A. C. Wood.
RATEROOD VAN TRANSPORTATION Robert G. Kay, B. Franklip Betts and orge F. Craig.

Geerge F. Craig.

PANAMA CANAL: Thomas B. Hammer, Owen M. Bruner, Walter J. Mingus, Kellam Bennett and R. B. Rayner.

AMERICAN FOLESTRY ADVISORY COMMITTEE: Robert C. Lippincott, J. Randall Williams, Jr., and Frederick S. Underhill.

#### Annual North Carolina Forestry Association

The fourth annual convention of the North Carolina Forestry Association will be held in Asheville, N. C., on Wednesday and Thursday. April 8 and 9, 1914. The Appalachian Park Association and the Asheville Board of Trade are lending their hearty cooperation, and no effort will be spared to make this one of the most interesting and largely attended forestry meetings ever held in the South.

The program will include addresses by prominent men on the practical problems of the day, and discussions on each subject, open to all delegates, will be called for

Two side trips of unusual interest are being arranged for with the land owners in connection with the meeting; one a visit to the celebrated planted forests of the Biltmore Estate, where forestry was first practiced in the United States; and the second trip over the unique logging railroad into the spruce forests on the side of Mt. Mitchell, the highest peak east of the Rockies, which are now being logged.

Such a program should be of equal interest to foresters, lumbermen. landowners and public men; and all who possibly can should plan to attend.

#### Monthly Statement to Continue

Responses to an inquiry sent to members of the affiliated associations some weeks ago by the National Lumber Manufacturers' Association asking for expressions in regard to the monthly report of cut and shipments, are strongly in favor of the continuance of this work, and a resolution was adopted authorizing the secretary to continue the publication of these statistics, the cost of which it is estimated should not exceed \$100.00 per month. They will be continued.

#### New York Trade in Annual Banquet

Over 200 members of the local lumber trade with several out of town visitors and representatives of neighboring organizations attended the dinner of the New York Lumber Trade Association at the new Biltmore hotel, near Grand Central, on the evening of February 19. It is two years since the last dinner of the New York lumbermen and they certainly made up for the lost time.

It has been the policy of this association to have speechless dinners and to make the occasion one of absolute pleasure and enjoyment free from all suggestion of the daily grind. Following this there were no speeches but the after dinner feature was a rip-roaring vaudeville cabaret entertainment

The company gathered in the reception room about six-thirty and for hour there were happy greetings between the wholesalers and retailers. At seven-thirty the diners sat down and after invocation by Rev. Dr. MacMurray of Brooklyn, the fun was on. The dinner was one of the best in the history of the association, and much credit is due Bernard L. Tim of the Hirsch Lumber Company, who had sole charge of this part of the arrangements. During the dinner a Neapolitan quartette and an orchestra were very much in evidence. After the coffee C. E. Kennedy, the wholesaler of 1 Madison avenue, who had charge of the entertainment features, announced that he had coralled the greatest bunch of stars in captivity and "if the entertainment wasn't the best ever he could be murdered." He is still alive. Kennedy took the party from the sublime to the ridiculous, following an operatic selection with

one of those present day numbers that are now so popular in the Broadway cabaret places. There were story tellers and dancers, one very flimsy diaphanous robe was a decided hit with the spotlight on in full tilt until "she" took a bow at the round of applause which followed the Everything was tine until the coiffeur fell on the floor, revealing in full size what resembled a white hope more than a ballet dancer. Of course Kennedy announced his regrets for the disappointment, and the show went on. It was a bang up affair and everybody had a good time and were loud in their praise of the committee who had done such good work.

#### The Steel Car Question

At a recent meeting of the board of governors of the National Lumber Manufacturers' Association, it was announced that hearings on the Stevens' bill, which proposes to give the Interstate Commerce Commission authority to compel the installation of steel cars when and where in its judgment they are necessary, were held during January, and that the National association had submitted a series of mounted photographs covering various wrecks in which steel and wooden passenger cars had been involved, together with a statement to the effect that the lumber manufacturers, while not wishing to be understood as so desirous of selling lumber that they do not share the popular demand that the loss of life upon the railroads of the country shall be reduced to the minimum, simply request that the legislative committee and the Interstate Commerce Commission itself, not allow themselves to be influenced by the effort which is being made, apparently by those interested in the construction of steel passenger cars, to induce the public to believe that all cars constructed of iron or sheet steel are safer than properly built

It was also suggested that a careful investigation of the relative merits of both classes of cars now in service be made before any decision is reached, and the hope was expressed that the committee might recommend every possible measure to reduce the number of railroad wreeks. while at the same time considering the question of wreck proof cars

#### Coming Meetings American Forestry Association

The American Forestry Association announces from its main offices that it will hold the following meetings during the year

May 15, spring meeting of board of directors, to be held at Cornell University, Ithaca, N. Y.

July 9 and 10, mid-summer meeting of the association to be held at Chautauqua, N. Y.

July 21, convention of American Forestry Association on American Forestry Association day, to be held at the Panama-Pacific Exposition at San Francisco.

### Canada and a canad With the Trade

#### Winchester Lumber Company to Erect Mill in Alabama

H. H. Mechlin, proprietor of the Winchester Lumber Company, Winchester, O., recently purchased a mill site and will erect a new mill on Davis Lake, at cr near Mount Vernon, Ala., a short distance below the junction of the Tombigbee and Alabama rivers. This is one of the most beautiful as well as, from a shipping standpoint, one of the most strategic points to be found in the state of Alabama. The lake lies close to the river and has an outlet into the Tombigbee, which is fed by a large creek, the water in the lake being raised and lowered by the gulf tide. The lake affords a natural reservoir for the storing of logs.

The two rivers penetrate into some fine virgin timber and are navigable for a long distance. In addition there are smaller rivers and bayous. Hence the timber is also accessible to this mill.

Mr. Mechlin is arranging to build one of the largest hardwood mills in the South, a structure modern and up-to-date in every respect, and is planning to confine his operations to the manufacture of hardwoods. He will take with him to his southern operations a number of expert millmen who have been employed by him in the manufacture of hardwood lumber at Winchester, O.

Mr. Mechlin is one of the old school of Ohio hardwood meu, having manufactured oak, ash and other hardwoods at Winchester for years. He is also a manufacturer of bent oak and bickory rims and sawed veneers, and for a number of years his output was shipped to foreign countries. Of late years, however, he has found the domestic market so receptive that he has given up the foreign trade and has confined his trade to home sales. Mr. Mechlin will remove his veneer and rim business to the new location, where with abundant timber, experienced men and the same push and energy that has characterized his operations in the North, a successful career is predicted.

#### Starts Business in Louisville

The Churchill-Milton Lumber Company is the style of a new addition to the hardwood trade of Louisville, Ky. This concern was recently granted incorporation papers and will operate with offices in the Lincoin building. John Churchill, formerly vice-president of the Booker-Cecil Lumber Company, T. S. Milton, sales manager of the Louisville Point Lumber Company, and W. O. Harris, Ji , Louisville attorney, are the principals of the concern.

In addition to the office, the concern will maintain a yard and will deal in southern hardwoods. The Louisville Hardwood Club elected the new concern to membership at its last meeting.

#### New Nashville Concern

The Wideawake Lumber Company has just started business at 71 Arcade, Nashville, Tenn., the concern being organized to operate in hard woods on a general wholesaling basis. Oak and poplar will be the company's mainstay, although it is planned to handle considerable ash, chestnut and similar southern hardwoods. A close connection has been made with several country sawmills whose output will be handled entirely by the new Nashville concern.

The backers of this new organization are H. H. Crossfield and W. K. Logan, both of Nashville.

#### New Arkansas Veneer Concern

The Morgan Veneer Company has been established to operate at Pine Bluff, Ark. This concern is headed by W. B. Morgan, treasurer of the Anderson-Tully Company, Memphis, Tenn., and is formed to operate a tract of 75,000,000 feet of timber purchased from the McIntyre-Mann Timber Company of Pine Bluff.

The timber is on the Saine river and is excellent in quality and size. Mr. Morgan states that work has already been started on the company's plant, which will be in operation probably in the early part of May.

#### C. W. Talge Take up Circassian Walnut Logs

Charles W. Talge, secretary and treasurer of the Evansville Veneer Company, Evansville, Ind., left Evansville, on Saturday, February 21, accompanied by Mrs. Talge, for New York. Mr. Talge will be principally occupied while in that city in clearing at the custom office a large shipment of Circassian walnut logs, which his company is now importing direct from Russia. The concern's output embodies a large quantity of very high-grade Circassian, although it also manufactures various other lines of veneers, and in fact is in a position to supply the trade with almost anything in this class of manufacture that it might have a call

The company has only recently completed its model veneer plant at Evansville, and in connection is an office which has been erected under Mr. Talge's personal supervision, which is a distinctly striking illustration of the possibilities of high-class interior work done in figured red gum.

#### The Kraetzer-Cured Lumber Company Incorporated

Notice of incorporation was recently issued by the Kraetzer-Cured Lumber Company, which is a concern organized by B. F. Dulweber of Cincinnati, O., which will operate a splendid band mill at Moorhead, Miss. This concern has an unusually fine stand of timber from which to cut its logs, which run principally to oak and gum. This plan is to put the entire product of the mills through the Kraetzer Preparator, so that the company will deal only in Kraetzer-cured stock.

The company's operations are modern in every respect, great care having been given to the design and construction of the mill and the various accessories of the plant. It is expected not only that the stock will be turned out absolutely perfect in every respect, but it is also anticlpated that it will be turned out very economically. In fact it is promised that this plant will be a model one in every respect.

#### Lamb-Fish Lumber Company Elects Officers

The annual meeting of the Lamb-Fish Lumber Company, Charleston, Miss., was held in Chicago on February 20. Garrett E. Lamb was elected president; W. B. Burke, vice-president and general manager; E. Louis Kuhn, vice-president; Scott Brown, secretary; R. B. McCoy, treasurer. The election of Mr. Burke as vice-president was due to the company's appreciation of his splendid efforts in behalf of the company.

#### Kentucky Operation Starts

The Turkey Foot Lumber Company with main offices in Marietta. O., has begun operations on a splendid tract of hardwood timber, sawing at its mills at Crestmont, Ky. The large double band mill has been installed and in connection a resaw, which will give the mill an annual capacity of 25,000,000 feet, principally of white oak.

The headquarters of the company will be located after March 1 in the Fayette National Bank building, Lexington, Ky.

#### Prominent Veneer Man Dies Suddenly

On Wednesday of last week, Otis E. Williamson of the Williamson Veneer Company, Baltimore, Md., died suddenly in Chicago, presumably of heart failure. Mr. Williamson was found dead on the steps of the Immanuel Baptist Church, South Wabash avenue, Chicago, and a coroner's jury returned the above verdict. The deceased had been stopping at the Auditorium hotel, being in Chicago on a business trip.

Mr. Williamson was a partner on an equal basis with his brother. D. W. Williamson, in the Baltimore concern. This concern was founded by the father of the two brothers in Indianapolis years ago. The business was moved to Baltimore some fifteen or twenty years ago, and has been carried on by the two brothers ever since, the deceased being the younger-brother, and about fifty-four years of age at the time of his death.

O. E. Williamson was the log buyer and foreign representative and had

charge of the foreign business, making regular trips to foreign countries in behalf of sales. He had been in the veneer business all his life.

D. W. Williamson, the brother, came to Chicago to take charge of the remains, which were shipped to Indianapolis and buried on Monday, February 23. Mr. Williamson leaves a wife, five sons and one daughter

#### Cincinnati Concern in Receivers' Hands

As a result of the appointing of a receiver for the carriage wood work firm of Ahr & Rost this week, Judge Caldwell has appointed Clyde Johnson and L. W. Radina joint receivers of the lumber firm of L. W. Radina & Co., who are wholesale hardwood dealers with good sized yards in the west end. The appointment was made on petition of L. W. Radina and his wife, Julia Radina, who comprise the Radina firm, in which they set out that they are indorsers on notes of Ahr & Rost in the amount of \$32,000 and because of the receivership of that firm the notes become due at once and the Radina company are \$33,000 and the assets \$844,000.

#### Big West Virginia Timber Deal

One of the largest timber deals of which information has come to Baltimore from West Virginia was that whereby the Lost River Lumber Company, with W. B. Cornwell of Romney, W. Va., an attorney, as president, acquired possession of some sixty different tracts of stumpage in the territory known as Dutch Hollow, the Sperrys Run country, Baker's Run and a large part of the drains of Lost River, including 9,000 acres near Wardensville, W. Va. The timber area purchased lies in Hardy and Hampshire counties, and is estimated to contain not less tban 100,000,000 feet, about seventy-five per cent of it being a high grade of white oak. Mr. Cornwell has been at work gathering up the loose ends of the deal for the last fifteen months, and the transfers are now being made. Besides Mr. Cornwell the officers of the company are: William Trapnell, vice-president; W. M. W. McClaine, secretary and treasurer, and John J. Cornwell, attorney. Mr. Trapnell is general manager of the Hampshire Southern Railroad. The property is to be developed on an extensive scale, with a railroad running through the tracts. route for the line selected will probably be from Wardensville, Hardy county, eastward about fifteen miles to Strasburg Junction, on the Baltimore and Ohio and the Southern Railroads. This route is said to be the most practicable and the shortest. Two others are to be surveyed.

#### Eastern Furniture Concern In Control of Creditors' Committee

Julius Rayner, through his attorneys, recently filed suit against the Pooley Furniture Company to recover about \$1,800 alleged to be overdue. Edward Stein & Co. have entered judgment against the Pooley company for \$1,022 for want of defense. A few days later Judge Kinsey appointed Max Weinmann receiver of the company in a reported amicable suit brought in Common Pleas Court No. 1 by the Bank of North America, Lewis Thompson & Co., Inc., and Delaney & Co., creditors, and D. G. Pooley and W. F. Wagner, stockholders of the corporation. The company is capitalized at \$240,000 and since January, 1912, its affairs have been under the control of a committee of creditors. Judge Kinsey was informed that the business of the company was active and flourishing, but there was a lack of sufficient capital to conduct it. J. Howard Reber, attorney for the petitioners, said that more than ninety per cent of all creditors had given their consent for the continuance of the business, but it was in the interest of the creditors and stockholders if a sale were necessary, that the company should be sold as a going concern and it was the belief that this could be accomplished within a reasonable length of time. The company joined in the receivership proceedings and Mr. Weinmann's bond was fixed at \$100,000.

#### Important Timber Purchase in Arkansas

A tract of 15,069 acres of timberland in White county, Arkansas, lying along the west bank of the White river on the Memphis branch of the Iron Mountain on the north, and the N, and N. A. railroad on the south, has been sold to C. L. Goodwin of Greensburg, Pa., by Rudolph Stecher of Murphysboro, Ill. The land is known as the Stoneman-Zearing tract, and is principally bottom land, the timber being mainly gum, red oak, white oak, cypress and hickory, of importance in the order named.

The consideration named in the deed is \$150,690.90. There are no plans as yet for the manufacture of this timber. The Mark H. Brown Lumber Company, Mounds, Ark., has an interest in the property.

#### Big Hardwood Mill for New York State

A mammoth lumber mill for the handling of hardwood lumber will be constructed between Cranberry Lake and Childwold, N. Y., this spring by the Emporium Lumber Company which owns an 86,000 acre timber tract in this section. The new mill will cost \$500,000, completely equipped. Wagon hubs also will be manufactured. The decision to construct the new lumber mill was reached at special meeting of directors of the Emporium Lumber Company in Conifer, N. Y. W. L. Sykes, president of the company, has not yet decided where the lumber mill will be constructed.

#### Important Wisconsin Amalgamation

An important deal in the chair industry of Wisconsin has been consumated by the consolidation of four of the largest concerns engaged in that line, with the Wisconsin Chair Company of Port Washington as the legal head of the combine. The other in which agried in the transaction are the Northern Chair Company of Gratton, the Lade and Chair Shop of Shebovgan and the Wisconsin Scatting company of New Leindon All of these concerns were organized or tred L. Fornett or Shebovgan, president of the Wisconsin Chair Company. For the present each one will be operated separately. The amount of assets taken over by the Wisconsin Chair Company in the transaction approximate nearly \$700,000 and with its own assets the total will be more than \$2,000,000. Each of the four concerns is in prosperous condition and the combining of these industries makes one of the largest chair factories in the world. The Northern Chair Company is one of Grafton's growing industries. The Lakeside Craft Shop reachly organish is plant at Shebovgan and the Wisconsin Seating Company of New London is adding to its capacity. The company will continue to operate each factory under its original name.

#### Utley-Holloway Company Starts Business

The Uthe Holloway Company is the style of the most recent addition to the Chicago hardwood trade and is composed of John B. Utley, who has retired from the Kerns-Utley Lumber Company, and Glenn H. Holloway, who has retired from the Holloway Hardwood Lumber Company, of that city. These two mea, who are well qualified to handle such an operation, will maintain offices at 501 and 502 Great Northern building in this city, until such time as the Lumbermen's building is completed, when they will move to that structure.

The Utles ifollows: Company is an incorporated concern, being capitalized at \$50,000, and the company's business will be to manufacture
and wholesale hardwood lumber. Southern hardwoods will represent
the bulk of the concern's stocks, although it will do some business in
northern woods also. The new company will sell the output of four
large band sawmills in the South, which will give it a good assortment
for mixed car orders as well as facilities for handling large orders. It
goes without argument that the concern will make every effort to serve
its customers in a manner that will insure profitable and satisfactory
business relations. As the mills with which this concern is connected
are first-class operations which have a general reputation for the highclass character of the stock which they turn out, its source of supply is
guaranteed to be high-class in every way.

Glenn H. Holloway comes from a family of lumbermen, having been born at Lebanon, Ind., where his father, A. M. Holloway, operated a large band mill. A. M. Holloway also owned and operated two circular mills, one at Thorntown and one at Cloverdale, Ind. G. H. Holloway was brought up in the atmosphere of the lumber business, living at Lebanon until he graduated from high school when he went to the University of Indiana. After finishing here he took an apprenticeship course in various Arkansas mills, serving in various capacities and learning the routine work of mill operations, lumber inspection, etc. From Arkansas he returned to Cloverdale where he acted as manager of his father's mill at that place until it burned down in the fall of '98, being there for one year, from whence he took a position as assistant manager in the railway timber and dimension department of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind. He shortly after wards became head of that department and worked in that capacity for two years, when he and J. M. Schultz organized the Schultz-Holloway Lumber Company with offices in the Fisher building, Chicago. This pathership whereast, and two cases up to Marc. 1911, which Mr. Holloway sold but his interest and organized the Holloway Hardwood Lumber Company, of which concern he was president until the present

J. B. Utley has also been closely associated with the lumber business at the late of all 1 B of the angled H and the lumber business. We have the late of the lumber business with an apprenticeship course at the Edward Hines Lumber Company mills at Iron River, Wis., where he passed through the various departments, inspecting lumber, working in the office and doing similar services. He was with this concern for two years and then spent a year in the yards of the International Harvester Company at the Deering works. From there he took a position with W. O. King & Co., Chicago, and after a year with this concern he organized the Kerns-Utley Lumber Company with George F. Kerns, which concern was started in the early part of 1908. Mr. Utley served as secretary and treasurer of this company up to the time of severing that connection to form the present corporation.

Judging from the personnel of the Utley-Helloway Company, its splendid mill connections and its other features, there is no room for doubt as to the success which will attend its efforts.

#### A Busy Kentucky Plant

There as a plum in southeastern Kentocky, which judging from the ports as to its operations here, offers an excellent market for first-class hickory timber, for such uses as vehicle wood stock and golf sticks. This concern is the Bassett Hardwood Manufacturing Company with headquarters at Montfeello. Ky. This concern operates a plant at Mill Springs, one at Beaver Creek, Greasy Creek and Blacktish, besides a number of other mills which are cutting stock in large quantities. In spite of the large quantity of raw material which has been furnished, orders have been received for more stock than can be supplied by the various mills operated by this concern.

It is the company's policy to purchase hickory logs and bolts of good quality brought in in small parcels by farmers and others residing within twenty miles or so of its operations.

The Bassett Hardwood Manufacturing Company manufactures large quantities of shafts, bolts, cross-bars, pole circles, reaches, rim strips, auto spokes and other stocks, and has recently gone into the manufacture of golf shafts. In the manufacture of the latter article a very high grade of second-growth clear, straight-grained hickory is required, and this stock is gotten mainly from neighboring points.

The Bassett company recently supplied the Ford Motor Company of Detroit with a large quantity of spokes which have been put into the famous Ford cars. The Bassett company recently constructed a 100-foot barge at Mill Springs, and is now installing an incline to haul the lumber and hickory butts to the Mill Springs plant from the river. It is receiving large quantities of stock on the Cumberland river below the Locks, which stock is linished at the Mill Springs plant.

#### Recently Joined Paepcke Leicht Forces

In this connection is shown a good likeness of James II. Walsh, who has for years been known in the eastern hardwood markets as one of the most able hardwood salesmen in the game. On October 1, 1913, Mr. Walsh joined the sales force of the Paepeke Leicht Lumber Company of



JOHN B. UTLEY OF THE UTLEY HOLLO WAY COMPANY, CHICAGO, FORMERIA OF THE KERNSUTLEY LUM-BER COMPANY



GLENN II HOLLOWAY OF THE LITLEY HOLLOWAY COMPANY, CHIPAGO, FORMERIA OF HOLLOWAY HARD WOOD LIMBER COMPANY



JAMES II WALSH, EASTERN REPRESEN TAFIVE OF PAEPCKE LEIGHT LOW BER COMPANY, WITH HEADQUAR TERS IN BUFFFALO

chroage and is now covering all the territory east of Ruffalo, including New York state the New England states and Canada. His headquartees with the art Ruffalo

Mr. Watsh came to the Pacpeke Leicht Lumber Company with an excellent experience solid him, having just served for five years with Dublimeir Brothers of Chicinnati in the same capacity and in the same territory. Previous to that time he spent a considerable period as an inspector at the mills of the Empire Lumber Company, Empire. Ark. Hantwood Resont takes pleasure in presenting herewith Mr. Watsh's

Hyapowood Ricord takes pleasure in presenting herewith Mr. Watsh's likeness, and in giving to his triends in the trade these few suggestions as to his autocolouts.

#### Addition to Glasgow Concern

Wright, Graham & Co., 7 Royal Bank Place, Glasgow, announce that they have taken into partnership in the timber department of the Glasgow business, George Howie, who has been in the service of that company as timber subseman for many years. They have also admitted aspartner in the London business, W. C. Davie, who has also been in the names employ for years, first in Glasgow and later in London, where he acted as manager of the London branch since its inception in 1900.

#### Timber Deal Consummated in Wisconsin

The Almapee Veneer & Seating Company of Algoma and Birchwood, Wiss, last week closed up a deal whereby it becomes the owner of sixty-eight forties of hardwood timberland in townships 38 and 39, Wisconsin, of ranges 3 and 4. This timber was purchased from the John II. Kaiser Lumber Company of Eau Claire, the consideration being \$54,000. The timber is on the Thornapple river about three miles from Cameron Dam, made famous by John Dietz. There is timber enough on the tract to keep the Algoma and Birchwood plants running for twelve years, and together with former holdings, the company now has timber for twenty years' run.

As the tract purchased is surrounded by small tracts of hardwoods owned by individuals, the company will be able to buy considerable timber aside from that on its own property.

ber aside from that on its own property.

Senator M. W. Perry, general manager of the concern, has been endeavoring to secure this tract for the past ten years.

#### Prominent Lumberman Makes Important Change

Bruce Odell, office and sales manager of the Cummer-Diggins Company. Cadillac, during the past twelve years, has resigned his position to take the position of manager of a sawmill and manufacturing business in British Columbia.

Mr. Odell, with A. C. Frost and Paul Tietgren, of Chicago, Ill., has organized the Willow River Lumber Company, Ltd., of Canada, and will locate and operate milis at Willow River, B. C., at the junction of the Willow River and Fraser River on the new coast to coast line of the Grand Trunk Pacific Railway, about 450 miles east of Prince Rupert, the Pacific Terminal and 450 miles north of Vancouver. The officers of the company are Paul Tietgren of Chicago, president; Bruce Odell, vice-president and general manager; A. C. Frost, treasurer, and Frank B. Odell, secretary.

The company has purchased what is known in Canada as twenty-eight limits or twenty-eight square miles of choice spruce and fir timber. It is said to be one of the choicest tracts of timber on the line of the G. T. P. railway east of the coast and estimated to cut about three hundred million feet of lumber. As soon as possible a mill of about 30,000 feet daily capacity will be installed to be followed a little later by another

mill of 75,000 feet daily capacity, the smaller mill to be moved on a tract about seventy are miles west as soon as the larger mill is in operation.

Mr. Odell came to Cadillac about twelve years ago and has gained a reputation second to none as authority in the manufacture and marketing of lumber. He is an enthusiastic supporter of association work and was instrumental in the organization of the Michigan Hardwood Manufacturers' Association and was that association's first secretary. He also was chairman of the market conditions committee of that association since it's organization. Mr. Odell is vice-president and chairman of the market conditions committee of that association since it's organization. Mr. Odell is vice-president and chairman of the market conditions committee of the Cadillac Lumber Exchange. His many friends in Cadillac and throughout Michigan express regret at his leaving his many business associates, and his wise counsel and activities in the things he was interested will be missed. He, with his son, will leave for Willow River about March 10, and Mrs. Odell expects to join them in August.

#### D. W. Baird Enlarges Operations

The yard of the Newport Lumber Company, Chicago, located at 2919 Lumber street, has been purchased by the D. W. Baird Lumber Company, Fisher building, that concern's beadquarters having been moved to the yard location. Some change will be made in the company's method of doing business in that it will handle storage and engage in general wholesale, retail and commission work.

The recent purchase gives to the D. W. Baird Lumber Company considerable storage facilities, dockage and trackage for fifteen cars; also a shed of a million feet capacity, and a yard with room for storing 1,500,000 feet of lumber.

#### Chicago Concern Reorganizes

George F. Kerns of the Kerns-Utley Lumber Company, Fisher building, Chicago, announces that he has purchased the entire stock of that concern and changed the name to the George F. Kern Lumber Company, being incorporated for \$50,000, fully paid in.

This concern has been operating under the former title since 1908, being manufacturer and wholesaler of hardwood and yellow pine lumber. Mr. Kern announces that the business of the company will continue on the same basis as it has in the past, and that the yard at Mounds, Ill. will also be continued at about the present size.

The Kerns-Utley Lumber Company started as a corporation and did an excellent business in southern hardwoods and pine since its inception. The George F. Kerns Lumber Company will handle the same lines of woods, contining itself strictly to southern hardwoods and specializing in oak asla and other high-grade commodities.

# Pertinent Information

#### Plan for Oak Exhibit at Forest Products Show

Prominent oak manufacturers make the following announcement:
The committee of oak manufacturers composed of W. B. Burke,
Charleston, Miss., E. L. Davidson, Parkersburg Mill Company, Parkersburg, W. Va., and Ralph May of May Brothers, Memphis. Tenn., came
to Chicago on Monday of this week to formulate plans for an exhibit of



FRUCE ODELL, SALES MANAGER OF CUM-MURDIGGINS COMPANY, CADILLAC, MICH., WHO WILL, SHORTLY EN-TER BRITISH COLUMBIA OPERATIONS.



DAN W. BAIRD OF THE D. W. BAIRD LUM-BER COMPANY, CHICAGO, WHO RE-CENTLY MADE AN IMPOR-TANT EXTENSION.



GEORGE F. KERNS OF THE GEO. F KERNS LUMBER COMPANY, CHICAGO, FORMERLY OF THE KERNS-UTLEY LUMBER COMPANY.

the eak fact, the trives at the Lewist Predicts Exposition at Chicago and New York. They seemed space and have an excellent plan in mind too a special exhault of the king of all woods the white oak tro-Porty odd gain, is of the trade have signified their intention to be a part of this exhibit and at least forty others are expected to participate.

If you have not signified your intention to give your financial and individual support to this introduction of the product of the white oak tree to the general public as well as the architect, contractor and other workers of oak, now is the accepted time for your co-operation. The space allotted to the committee is well located and architects are now making designs for a special exhibit.

#### Shippers Not Liable for Pro Rata Loss from Delays on Bills of Lading

Lottowing the action of the Laundermen's Club of Memphis in vigor ously protesting against the acceptance of bills of lading containing a clause providing that shippers shall pay their pro rata of any loss arising from strikes of stevedores or other causes resulting in delay in the loading or unloading of cargoes, as taken at the last meeting, replies were read at the meeting of the club held at the Hotel Gayoso, Saturday, February 21, from the steamship lines themselves indicating that they had no intention whatever of adopting the suggestion of the International Shipping Federation, the originator of this idea. The manager of the American, Atlantic Transport Dominion, Leland, Red Star, White Star and White-Star-Dominion Lines, with headquarters at New York, wrote that "the clause in question has not been adopted by us and recent advices received from our principals in England make it very clear that they are entirely opposed to it and, this being the case, we think it unnecessary for you to concern yourselves further about it so far as our interests are involved." The Virginia Line, with headquarters at Newport News, also wrose that it had no idea whatever of putting the clause into effect. The impression created by these replies was that the matter was practically at an end as a result of the vigorous protest of the club and other shippers.

#### An Early Rate Decision Promised

The latest announcement from Washington is that the Interstate Commerce Commission will probably hand down its decision within three months in the matter of the application of the railroads to increase their rates on freight shipments five per cent. It was recently announced that President Wilson had intimated to the commission the desirability of as early a decision as a proper consideration of the matters involved will allow. Before that time it was currently reported that no decision would be announced in less than six months. No hint is given what the decision will be, but it is said that some of the railroads believe that it will be favorable to them.

#### Rehearing Missouri Ouster Decree Refused

The Missouri State Supreme Court has refused a rehearing in the famous Missouri ouster case, which was decided adversely to twenty-five lumber companies, with the resulting fines and demands that they remove their operations from the state of Missouri.

It would seem that the payment of the fines and continued adherence to the provisions of the drastic Missouri trust laws would make it possible for the ousted lumber companies to continue their operations within that state. Otherwise it would seem that there can be no way out of the difficulty except by appeal to the Supreme Court of the United States, and even then a reverse decision would be

## Report on Car Statistics

A recent bulletin on car shortages and surpluses prepared by the American Hailway Association shows that on February 1, 1914, there was a surplus of 211,960 cars as against a surplus on February 14, 1914, of 199,385 cars. On February 15, 1912, the surplus was 52,700 cars.

The shortage on February 1 of this year was 2,282 cars as against a shortage on February 14 of 2,300 cars. The shortage on February 15, 1913, was 30,517 cars. Thus it can be seen that actual shipments do not seem to be starting out as well this year as last year, although since the middle of January there has been a slight increase in activity of freelight.

#### Proposed New Lumber Rates in Lower Michigan

At an informal gathering of railroad interests and lumber shippers of lower Michigan before the Michigan Railroad Commission in Lansing, February 12, Commissioner C. L. Glasgow stated that the object was to get both interests represented and get both shippers and carriers to agree to some basis of rates that would be acceptable to both. It must be understood that the lumbermen of Michigan have gone on record as being favorable to the five per cent advance in freight rates to apply on lumber, provided there was a general similar advance of five per cent in official classification territory and that their competitors not only in upper Wichigan, Wisconsin and Hit

note, out on with their own products must bear a similar advance. With this understanding the railroads serving the eastern part of the state, which include the Michigan Central Railroad, Detroit & Mackinac Railway and Grand Trunk Railway, have issued tariffs at lumber in carloads on exactly five per cent above their present lumber rates. The railroads serving the western portion of the state, including the Grand Rapids & Indiana Railway, Pere Marquette Railroad, Ann Arbor Railroad, Manistee & Northeastern Railroad and others have not issued tariffs as yet, because of the uncertainty of their acceptance by the shippers and also the Michigan Railroad Commission.

It developed that the railroads serving the eastern part of the state had granted shippers along their lines a comparatively lower scale of rates than that which exists on the western side of the state, and there was a contention between the lumber interests involved that the scale of rates on lumber in carloads in the lower peninsula of Michigan should be equalized, at least brought to a more common basis than heretofore has been in effect. This proposition was objected to by the lumber shippers from the Saginaw valley and eastern side of the state as they did not care to have the basis changed in any way except the straight five per cent advance.

As a result of the conference the railroads serving the western side of the state agreed to check in rates practically five per cent in advance of the present rates, using the new proposed sixth class as a maximum and tariffs of the carriers on the western side of the state will be filed on this basis.

The lumber tariffs already issued and the proposed lumber tariffs will all be protested until such time as the general advance of five per cent goes into effect, otherwise the present lumber rates would not be changed.

#### The Exposition in Prospect

In this connection is shown a cut which gives at least an idea of how the Forest Products Exposition will look when it is finally in place in the Coliseum at Chicago. This cut has been prepared under the direction of Manager George S. Wood of the exposition company.

Manager Wood announces that during the month of January he and others connected with the exposition visited various important conventions and in every instance the subject of the Forest Products Exposition was enthusiastically received and participation and attendance unanimously urged.

The joint resolution of the House of Representatives and Senate recently recommended unanimously by the Committee on Industrial Arts and Expositions, gives further impetus to the exposition and specifically provides for an unusual display by the Forest Service, which is now provided with \$10,000 for this purpose.

It is announced that as the time for the exposition approaches, it will be possible to give a more or less complete list of the exhibitors making preparations. On the whole, the entire proposition is working out very satisfactorily, and gives promise of entirely fulfilling the best wishes of those sponsoring the project.

#### Lumbermen's Underwriting Bulletin

Bulletin No. 69 has just been issued by the Lumbermen's Underwriting Alliance of Kansas City. The alliance has just closed its ninth and heaviest loss ratio year. The bulletin says that in looking back over the year and its happenings it seems apparent that notwithstanding the unusual weather



THE FOREST PRODUCTS EXPOSITION IN PROSPECTIVE; SCENE IN THE COLISEUM AT CHICAGO

conditions which were responsible for the latger part of the losses they were much heavier than they need have been had the emergency of the situation been realized by the mill people to the same extent it was realized by the alliance authorities.

The bulletin states that through the government weather bureau and reports of inspectors the alliance keeps posted as to weather conditions over the country. It says that last summer when the heat and drought became pronounced every inspection report issued from the office destined to the districts that were baked contained warnings as to the increased danger due to weather conditions. Numerous special letters and special warning fire bulletins were issued and the employment of extra patrol, the cleaning up of refuse and debris, the cutting of weeds and the general cleaning up of the premises were urged. According to the opinion of the alliance, if these warnings had been heeded and if the advice issued had received attention the losses should have been less heavy. According to the bulletin nearly \$1,000,000 of lumbermen's money went up in smoke in 1913 through the two leading insurance exchanges alone and much of this loss was preventable.

The bulletin then goes on to state that the alliance has striven in all carnestness to discover the causes of fire and to suggest effective preventive measures. It urges that effective work must be carried on without relaxation. The bulletin contends that it is not infallible regarding its information relative to fires, but that in its inspection rounds covering 428 risks it is reasonable that it picks up a great deal of very valuable information that should prove useful to the lumbemen.

The bulletin then wiges closer co-operation between the mill man and the alliance and a recognition that the work is mutual and that the alliance exists for the benefit of the lumbermen, that it is at their service and that its recommendations are not made merely to be arbitrary or in a spirit of antagonism. It raises the question that in periods of unusual peril mill owners are sometimes prone to balk at additional expenses which comprehensive methods of safeguarding involve. It contends, however, that if a business is worth having it is worth saving.

The bulletin says that last year's heaviest losses occurred within the brief period of thirty-six days, in the month of August and the first part of September, during the latter half of the unbroken drought and heat. The extra expense for watch service during this period as well as for extra men for clean-up and drenching the premises would surely not have been prohibitive. There was not so great a percentage of fires to risks in 1913 as in 1912, but it is significant that the smaller per cent of fires destroyed a far greater amount of property.

#### Probable New Forestry Law for New York State

Lumber and pulp interests of New York state are much interested in a new forestry bill introduced in the legislature by Mr. Jones. The bill is

# The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

# Northern and Southern Hardwoods

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected

Send us your inquiries Birch 1 car 8/4 L. R. Wisconsin White Oak



# Gum Oak Elm

Can surface and re-saw, also furnish Kiln Dried Stock

COTTONWOOD CYPRESS FURNITURE DIMENSION YELLOW PINE

### Licking River Lumber Company

114 Dean Bldg.

FOR PRICES South Bend, Indiana

similar in many respects to toe law in force in Pennsylvania and other states in that it gives owners of private lands the right to place their holdings under the jurisdiction of a conservation commission authorised in the bill. Where private lands are thus given over to the care of the commission, lumbering may be conducted under regulations to be prescribed by the commission. This is to assure the removal of mature timber only and thus preserve the lorest cover on such lands.

It is realized that New York is out of date in forestry laws, and several attempts to have such a law as now proposed enacted at recent legislations have failed. The Empire State Forest Products' Association and other organizations in the Adirondacks have been trying for a long time to have a more equitable conservation law spread on the books.

#### Forest Insect Control

Special investigations by the experts of the Department of Agriculturehave shown that as much as ninety-five per cent of the timber in some of the canyons and valleys of the Tuolumne river, California, which is to supply the water for the Hetch Hetchy project, has been killed by bark-boring insects. Some of the damage was done many years ago. As soon as the matter was called to the attention of the Secretary of Agriculture for such advice and assistance as his department could render through the expert who has charge of the forest insect branch of the Bureau of Entomology. The matter received the required prompt attention and arrangements were soon made for active warfare against the depredating beetle. A plan of procedure was outlined and the work was started just as soon as the weather conditions permitted in June, 1913.

The method recommended and followed was to fell the infested trees, lop off the limbs, pile them on the prostrate trunk, and set fire to it: thus the infested bark was scorched or burned to a sufficient extent to kill the broods of the insects. The trees thus treated ranged in diameter from six inches to fifty-four inches, with the average of about twenty-two and a half inches.

One thousand, six hundred and seventy-one trees were treated in the two projects, at a cost of \$1,158, including all expenses except the salaries of two representatives of the Bureau of Entomology who directed and assisted in the work. It is claimed that this work, with an additional expenditure of about \$500 next season, will be sufficient to bring the beetle under such control that very little attention will be required to protect the remaining living timber from further serious injury. Both this and an infestation in the timber around the rim of the Yosemtevalley will receive the required attention next season. The Interior Department has expressed a determination to prosecute a warfare against the depredations of insects in the Yosemite and Glacier National parks to the limit of the funds available for the purpose.

The insect which is directly responsible for the death of such a large percentage of the lodgepole pine timber of the northern section of the park is known as the mountain pine beetle, the technical name of which is Dendroctonus monticolae (Hopkins). It attacks perfectly healthy trees and kills them by mining between the bark and wood in such a manner as to stop the movement of sap and kill the bark, which results in the final death of a tree within ten to twelve months after it is attacked. This beetle is the most destructive enemy of the lodgepole pine, western yellow pine, and mountain or silver pine of the entire Pacific coast and northern Rocky Mountain region. A vast amount of the best timber of these regions has been killed by this beetle during the past fifty years and has gone to waste through the agencies of decay and forest fires, but, thanks to the discoveries of the experts of the Bureau of Entomology, it can now be controlled and a great waste of forest resources prevented in the future.

# Hardwood News Notes

#### ────≺ MISCELLANEOUS ≻──

The Black King Furniture Company has been incorporated at Branchville, N. C., with \$10,000 capital stock.

The Toledo Stave & Heading Company has started business at Washington, N. C., the concern being incorporated with \$50,000 capital.

The National Interior Finish Company was recently incorporated to operate at Westmoreland, W. Va.

The Vesper Wood Manufacturing Company is an incorporated concern which will operate at Vesper, Wis., with \$50,000 capital.

The Varner Land & Lumber Company of Geridge, Ark., has increased its capital stock to \$50,000.

The Wood Manufacturing Company has started business at Fairfield, Conn., with \$50,000 capital stock.

Conn., with \$50,000 capital stock.

The Illinois School Furniture Company of Rockford, Ill., has increased its capital stock to \$55,000.

The Greenfield Wood Turning Company, Greenfield, Ind., has recently gone out of business.

Wray-Chapman Lounge Company of Hope, Miss., has been succeeded by O. D. McCullar.

The Wolfender Veneer Company is the style of a newly incorporated vener corpany which will operate at Palatka Tha, with \$50,000 capital

Mississippi Hardwood Company has been incorporated at Jack 10% son, fenn, with \$30,000 capital stock

The Wilkes Veneer Com, any of Edenton N. C. has been incorporated under the same main-

The Caldornia Hardwood Finish Company has been incorporated at Les Angeles, Cai, with a capital of \$150,000

W.F. Williams of Fraverse City, Mich., has arranged to erect a flooring factory of Manastopie. Mich. The Manistique Commercial Club has twen of material assistance in prevaining upon Mr. Williams to locate

It is reported from Parestine, Fex, that a large furniture factory is in prespect for that city. Attorney F. M. Springer is reported to be negoticiting with the city commissioners in behalf of W. W. Walnwright in the interest of this preposicion

The Reighard Lumber Company of Asheville, N. C., has been incorporated with \$25,000 capital under the same style

The J. Thompson & Sons Manufacturing Company of Beloit, Wis., has become an involuntary bankingt

The Peoples Furniture Company has started business at Paragould. Ark This concern is incorporated with \$10,000 capital.

The Indiana Manufacturing Company of Peru, Ind., has been succeeded by the United Retrigerator Company.

The Southern Timber Products Company has been incorporated at Little Rock, Ark with \$10,000 capital stock The Cedar Products Company has started business at New Orleans, La.,

as an incorporated concern having \$50,000 capital. The Forked Deer Lumber Company of Jackson, Tenn, has sold out to the Tennesse Oak Flooring Company of Nashville, Tenn-

### ----<-- CHICAGO ≻=

R. L. Jarden, secretary and general manager of the Penrod Walnut and Vener Company and the Penrod Jurden McCowen Lumber Company Kansas city Mo., spent a few days one arst part of last week in Chi engo on business in connection with those two concerns. that he is just beturning from a trip of everal days' duration and has never tound the wain it lusiness in better snape

Carrett F Lamb of the Lamb Fish Lumber Company, Charleston Miss., was in Chicago for a couple of days a week ago

Frank F. Fre, president of the Fee Crayton Hardwood Lumber Company, Dermott, Ark., spent several days with the Chicago trade recently.

R. S. Kellogs, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, with headquarters at Wausau, Wis., spent a jew days it. Chicago last week.

I. A. Bushong of the Northw stein Cooperage & Lumber Company, Gladstone, Mich., spent a few days of last week in Chicago

E. C. Robson of the Heineman Lumber Company, Merrill, Wis., made one of his regular trips to the Chicago market recently

H. F. Below of the Below Lumber Company, Marshfield, Wis., was in this city for a few days last week.

Tom Caristianson of Maley & Wertz, Evansville, Ind., spent the latter part of last work in Chicag

The Actua Callinet & Lixture Company of Chicago has increased its capital steck to \$25,000. Abrains has taken an office at 39 South La Salle street as

representative of The Hyde Lamber Company, South Bend. Ind.

A. G. Fritchey, sales manager of the Goodlander-Robertson Lumber Company, Memphis, passed through Chicago on his way south after a successful business trip, on Wednesday of last week.

On Friday evening, February 20, the Lumbermen's Club of Chicago gave one of its most successful stags at the club-rooms. An excellent program was provided by the entertainment committee as usual, and an attendance well above the average was present.

HARDWOOD RECORD acknowledges a very handsome little memorandum pad bound in Seather, the gift of the Wisconsin Lumber Company, Chicago.

W. D. Wheeler of the Bissell-Wheeler Lumber Company, Marshfield, Wis., spent several days the latter part of last week in Chicago on business in connection with his concern.

C. L. Willey, the mahogany and fancy wood man of Chicago, left last week for a week's business and pleasure trip in the East.

H. C. Johnson of the Johnson Lumber Company, Drummond Island, Mich., has been in the city for the past week.

W. W. Dings, secretary of the Garetson-Greason Lumber Company, St. Louis, was in Chicago several days of last week.

W. B. Heinemann of the B. Heinemann Lumber Company, Wausau, Wis., spent several days in Chicago last week.

Frank F. Fish, secretary of the National Hardwood Lumber Association, with headquarters in Chicago, is now on an extensive eastern trip in behalf of association work.

W. J. Grossman of the Forrest City Manufacturing Company, Forrest City, Ark., was in Chicago a couple of days the latter part of last week. J. Kuny of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., has been in Chicago in conference with his local representatives, the Hardwood Mills Lumber Company, since Sunday of this week

# Walnut for Export



A lot of splendid assorted American Walnut logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

#### FRANK PURCELL Kansas City, Mo. U. S. A.

# THE QUALITY OF YOUR VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

### This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

### Fred W. Black Lumber Co. Chicago, Ill.

2245 S. Crawford Ave.

W. L. Saunders of the Cummer Diggins Company, Cadillac, Mich., has been in the city with Mrs. Saunders for several days on a business and pleasure trip.

E. A. Lang, manager of the lumber department of the Paepeke Leicht Lumber Company, Chicago, left on Monday of this week for a short trip to the company's mills in Arkansas.

E. L. Davidson, secretary-treasurer of the Parkersburg Mill Company. Parkersburg, W. Va., has been in the city for the last several days

W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., has been in Chicago during the last several days attending the annual meeting of that concern, and also, in connection with other of the company's business

### ──≺ NEW YORK ≻

B P. Whedon of W. D. Young & Co., manufacturers of maph floor ing, was a visitor in New York during the fortnight. Mr. Whedon was on his swing around the circuit and visited among the many buyers



## JAMES & ABBOT COMPANY **Lumber and Timber** No. 165 Milk St., BOSTON, MASS.

# DUCAN LUMBER CO.

Manufacturers Hardwood Lumber **TENNESSEE** MEMPHIS

#### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

**CYPRESS** ASH OAK

**GUM** All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.

No manipulation of grades.

CYPRESS

50 000 ft. of 4/4 Select & Better

50,000 ft. of 4/4 Select & Better Cypress
75,000 ft. of 4/4 Shop Cypress
100,000 ft. of 4/4 No. 1 Common Cy.
70,000 ft. of 4/4 No. 2 Common Cy.
100,000 ft. of 4/4 No. 2 Common or
70,000 ft. of 8/4 No. 2 Common or
70,000 ft. of 8/4 No. 2 Common Cypress, some thin
12,000 ft. of 8/4 No. 3 Common Cypress, some thin
13,000 ft. of 6/4 No. 3 Com. Cypress
24,000 ft. of 6/4 No. 2 Com. Cypress
24,000 ft. of 6/4 No. 2 Com. Cypress
24,000 ft. of 6/4 No. 3 Com. Cypress

20,000 ft. of 4/4 Log Run Poplar, mostly Common

COLFAX, LA.

Consumers' inquiries desired

### Birch Veneers. Also Elm, Maple and Basswood WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO, Tripoli, Wis.

LET US QUOTE YOU

#### SELLING LIST

SELLIN

200,000 ft. of 4/4" Is & 2s Sap
200,000 ft. of 4/4 No. 1 Com. Sap
150,000 ft. of 4/4 No. 3 Com. Sap
25,000 ft. of 6/4 Is & 2s Sap
26,000 ft. of 6/4 Is & 2s Sap
26,000 ft. of 6/4 Is & Ex Sap
10,000 ft. of 6/4 Is & Ex Sap
15,000 ft. of 6/4 Log Run Elm
15,000 ft. of 5/4 Log Run Elm
25,000 ft. of 6/4 Log Run Elm
MAPLE
100,000 ft. of 6/4 Log Run Maple
10,000 ft. of 6/4 Log Run Maple
10,000 ft. of 6/4 Log Run Maple
150,000 ft. of 6/4 Log Run Maple
150,000 ft. of 8/4 Log Run Oak,
principally good Common
60,000 ft. of 8/4 Log Run Oak
Dur Grade

12,000 ft. of 4/4 Log Run Sycamore Our Grades Are Right.

M. E. Leming Lumber Company MISS R CAPE GIRARDEAU

of the Young customers. He reported a good year in 1913 and looks tor fair business from now on.

Another concatenation is billed for local Hoo Hoo under the direction d Charles J. Kammer, the strenuous vicegerent for this district Kammer has a way of purring which generally brings out the cats and kittens and March 10 is sure to see a good crowd of felines at Risenweber's Circle hotel.

The office of the National Wholesale Lumber Dealers' Association is showing great activity these days. The force is busy on matters in connection with the Buffalo meeting. This week finds Messrs. Walcott, Edwards, Millard and Treadway in town in connection with association

S.C. Strock has severed his connection with the Interstate Lumber Company. The office of this company is now at the Jersey City yard.

### =≺ BUFFALO >=

As time draws near for the holding of the annual convention here of the National Wholesale Lumber Dealers' Association, the lumbermen are holding frequent meetings, arranging for details of the meeting. number of sub-committees have been appointed and M. E. Preisch has been made general chairman to look after the different features of the convention. The meeting place of the lumbermen will be at the Hotel Iroquois, Main and Eagle streets.

Jackson & Tindle are carrying on active mill operations at their new tract in northern Ontario, Canada. It is expected that quite a good-sized community will be built up, as the section is excellent for agriculture and will have a large amount of cut-over land for settlement. Most of the timber is spruce and whitewood.

J. N. Scatcherd, who is heavily interested in the door and finish business, through the mill in Batavia that he controls, said lately that it appeared to him that the Pullman Car Company is preparing to give up its practice of finishing its cars inside with metal, as it has lately bought a large amount of mahogany. Lumbermen have all along maintained that a car is just as strong and not any more combustible, if finished in wood. Such finish is more durable and better-looking than a steel-finished car.

President W. L. Sykes of the Emporium Lumber Company now located in Utica, but formerly of Buffalo, was in the city a few days this month, on his way with Mrs. Sykes for a short stay at Los Angeles, Cal.

Davenport & Ridley are getting in stocks of oak this month and also some maple from Pennsylvania. Trade is reported improving.

Miller, Sturm & Miller state that the hardwood trade is quite a little more active than during December and better than two weeks ago. A good stock of maple and oak is being received.

Hugh McLean returned a few days ago from his trip to the Pacific Coast, having been away from the city for about a month. The yard is booking a fair amount of business, mostly oak.

The yard of the O. E. Yeager Lumber Company has been getting in a good deal of stock in different hardwoods lately, much of it being oak, elm and basswood, with a good amount also of cypress.

The Standard Hardwood Lumber Company finds business picking up this month, with plain cak most in demand and about as much chestnut as usual selling at this time.

The National Lumber Company notes an increased demand this month for flooring, especially in oak and maple, with prices holding firm. There is also a better demand for hardwoods.

F. M. Sullivan, who recently made a western trip, found stocks well bought up. He contracted for supplies of ash and elm while away.

### =≺ PHILADELPHIA **>**=

Charles K. Parry of Charles K. Parry & Co., says trading has brightened up somewhat this month, and outlook is encouraging. The Carolina Spruce Company, Pensacola, N. C., whose output they handle, is active getting out stuff, and at this time is cutting mostly spruce. In a recent shipment they selected from three cars a carload of red oak running sixteen inches and up all the way through, which is on the line of a considerable timber cut at this mill.

Fisher Dalrymple, Jr., of the Thomas E. Coale Lumber Company, reports accelerated business during the last month, with firm prices. He is optimistic as to the outlook.

The B. W. Cross Lumber Company, one of the associate concerns of the Thomas E. Coale Lumber Company, says business has quickened since first of the year, and prospects for the future are encouraging.

Walter J. Mingus of Mingus & Rutter reports a slight betterment in trading during the last few weeks and feels confident of expanded business by the opening of spring.

Charles G. Blake, manager of the Babcock Lumber Company, says a fair bunch of orders is being received. He looks for a general revival of business with the coming of settled weather. The many friends of Mr. Blake will be glad to hear that he is again at his desk although not wholly recovered from his late illness.

Frank Buck of Estate of Daniel Buck, and wife were among the recent arrivals at Palm Beach, Fla.

George Haskell, a retired carriage manufacturer, died at his home, Cynwyd, Pa., February 5, aged seventy-one years. Early in life he entered the carriage shops of his father. Ehenezer Haskell, on Arch street Philadelphia. After his father retired the business was carried on for some years as Haskell Brothers.

Joseph Miles, owner of the planing mill and lumber and coal yard, West Manayunk, Pa., died February 11, aged seventy eight.

Among the recent new incorporations are: The Lincoln Motor Car Company, Wilmington, Del., chartered under Delaware laws, February 17, capital \$1,750,000: Universal Veneer Products Company, Dover. Del., under Delaware laws, February 11, capital \$1,500,000; Rahway Lumber Company, Rahway, N. J., under New Jersey laws, February 18, capital \$25,000.

W. Z. Zener of G. Zener & Sons, Lancaster, Pa., dled February 11. Mr. Zener was one of the most popular and well liked members of the Pennsylvania Lumbermen's Association. He was also one of the active directors of the Pennsylvania Lumbermen's Mutual Fire Insurance Com-

### ——≺ BOSTON ≻=

The Lumber Trade Club of Boston held its annual meeting at Riverbank Court. Cambridge, February 19, and elected the following officers: President, Francis E. Page of Parker & Page Company; first vice-president, Wm. J. Barry of the Buttrick Lumber Company of Waltham: second vice-president, D. A. Lucey of the Curtis & Pope Lumber Company; secretary and treasurer, J. E. F. Downes of the Downes Lumber Company. The executive committee will be made up of M. E. Philbrick, J. E. Murphy and J. L. Barney. It is worthy of note that both the president and chairman of the executive committee are prominent hardwood men, and both have large yards in the East Cambridge district. Following the executive session an excellent entertainment was enjoyed by all.

Walter G. Jenness, formerly at 103 Pearson avenue, Somerville, has hanged his address to 30 Park drive, Brookline.

Recent visitors to the city the past week have included F. D. Mc-Clintic, hardwood manufacturer of Marlinton, W. Va., W. E. Berger, cepresenting the W. H. Dawkins Lumber Company, Ashland, Ky., and Frank F. Fish of Chicago, secretary of the National Hardwood Lumber Association.

The New England trade is much interested at the decision of the Interstate Commerce Commission to investigate the entire rate situation in these five states, while it had originally considered looking only into the Maine Central on account of complaints lodged against that road. There are possibilities of a material effect on some lumber values if any radical changes are decided upon.

The Green Mountain Lumber Company has been incorporated at Boston with a capital of \$10,000. Joseph Green is president and Nathan Green secretary and treasurer.

### ───≺ BALTIMORE ≻──

Perry R. Beck, one of the pioneer lumber inspectors of Baltimore, died February 13 at the home of his granddaughter, Mrs. Francis L. Klemm, at Halethorpe, a suburb. Mr. Beck was born in Kent county, Md. as a descendant of one of the original settlers of that section of Maryland, on October 14, 1824, and came to Baltimore when only twelve years old. In the early days of the lumber trade he became an inspector, following this occupation until his return to Kent county, to engage in farming. When advancing years forced his retirement he made his home with his granddaughter. A son survives him, besides Mrs. Klemm.

Edward P. Gill of the well-known firm of Wm. D. Gill & Son, is at Hot Springs, Ark., for another period of treatment for the rheumatic trouble with which he has been afflicted for some time. When at the resort last year Mr. Gill experienced such decided benefits as to encourage the hope that he would be able to get rid of the malady entirely, though he realized that a number of trips would probably be necessary.

L. H. Bowman, sales manager for the R. E. Wood Lumber Company, Continental building, who had been ill at his home in Walbrook, is back at his desk once more, feeling energetic and taking hold of details with a vim.

Frank A. Parker of Mann & Parker, Inc., Continental building, is in the North on a selling trip which is expected to keep him out until the latter part of March. The firm has taken up a large lot of lumber in the South and expects to do a good business.

### ──≺ COLUMBUS >

The John G. Simon Lumber Company of Cleveland has been incorporated with a capital steck of \$25,000 to deal in lumber of all kinds, both wholesale and retail. The incorporators are George Bayard, L. M. Johnstone, R. J. Fitzgerald, A. L. Reimer and F. T. Peitch.

The Charles Hoffritz Cigar Bex Company of Dayton has been incorporated with a capital of \$25,000 to manufacture cigar boxes. Those backing the company are E. H. Hoffritz, F. C. Hoffritz, C. W. Hoffritz, E. C. Hoffritz and O. Reichelderfer.

Lee B. Pennock, formerly postmaster at Urbana, Ohio, has leased the old Hubbard lumber yard on North Russell street, where he will operate in the future.

The Kraetzer Cured Lumber Company of Cincinnati has been incorporated with a capital stock of \$100,000 to do a general lumber busi-

# MEMPHIS

# Tschudy Lumber Co. St. Francis Basin Hardwoods

SPECIALS

For immediate shipment Bandsawn. Dry. 75% 14 and 16 foot long.

150,000 ft. 1" 1 and 2d Clear Plain White Oak, 50,000 ft. 1" 1 and 2d Clear Quartered White Oak.

50,000 ft. 1" No. 1 Common Ash.

100,000 ft. 1" Yel. Cottonwood Box Boards & Panel.

Mill & Yards MEMPHIS ADDRESS CORRESPONDENCE TO GENERAL OFFICE 605 Republic Bldg. KANSAS CITY, MO.



RED GUM
SAP GUM

COTTONWOOD CYPRESS ASH

PLAIN OAK
All Grades and Thicknesses QUARTERED OAK

We make a specialty of mixed cars of Sap and Red Gum, Gne-half to Two inches thick. HICKORY SOFT ELM SYCAMORE

VANDEN BOOM-STIMSON LUMBER COMPANY

Manufacturers Southern Hardworks

Red Gurm a Speciality

Memphis Tennessee

### TIMBER ESTIMATES

TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE

ENGINEERS
Clarence W. Griffith Department Managor. Memphis, Tenn.

# The Mossman Lumber Go., Inc.

## Manulacturers

plain and quartered red and white oak, ash, gum and poplar. :: :; :; :;

ALSO FULLY EQUIPT DIMENSION PLANT Memphis, - - Tonn.

### OUR STOCK OF BAND SAWN Southern Hardwoods

is one of the most complete and largest in the state

We can readily fill any requirement in

### RED GUM Oak, Ash, Elm

PAINSTAKING ATTENTION TO YOUR INQUIRIES

THE LANSING CO., Parkin, Ark.

#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

28,000° 5/8x18" & up No. 1 & Panel Poplar 230,000° 4/No. 1 Common Poplar 37,000° 4/x18° & up No. 1 & Poplar 20,000° 4/x18° & up No. 1 & Poplar 22,000° 12/4 No. 2 Common Poplar 22,000° 12/4 Select Poplar 42,000° 5 4 Nos. 1 & 2 Qtd. Poplar 42,000° 5 4 Nos. 1 & 2 Worm) Chestant

Chestnut 74,000' 5/4 No. 1 Common Chestnut 81,000' 8'4 No. 1 Common

Chestnut 21,000' 6 4 Nos. 1 & 2 Red Birch

17,000° 8/4 Nos. 1 & 2 Red Birch 6,000° 12/4 Nos. 1 & 2 Red Birch 6,000° 16/4 Nos. 1 & 2 Red Birch 6,000° 16/4 Nos. 1 & 2 Red Birch 45,000° 4/4 Nos. 1 & 2 White Ash 7,000° 4/4 No. 1 Common White 17,000° 16/4 No. 1 Common Plain 15,000° 4/4 No. 1 Common Plain 15,000° 6/4 No. 1 Common Plain White Oak

# The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass

# "ANDREWS" Moist Air Kilns

Are Superior to Any

Temperature, Humidity, Circulation Are Easy to Obtain and to Control

Progressive or Box Kilns

Designed and Constructed by

THE A. H. ANDREWS CO. 115-117 S. Wabash Ave. CHICAGO

ness by B. F. Dulweber, I. B. Bullock, J. N. Powers, Ed Ehma and Henry G Erost

The Ohio legislature at the recent extraordinary session changed the workmen's compensation law in order to define the phrase "wilful act" which caused considerable trouble in the courts of the state. Under the amendment the employer is better protected.

The Lake Eric Box Company of Sandusky, O., has been organized to make all kinds of crates and boxes. The plant will be located on the south side of Scott street between Hancock and Warren streets. Albert Weber and Louis Stroh are the partners in the business.

Citizens of Zanesville, O., are making an effort to retain the location of the plant of the Henry J. Kimbal Bent Wood Company, which was sold recently to the Rudd-Hayward Lumber Company of Marietta. The latter concern says the plant will be dismantled and moved to Marietta unless some interest is shown by Zanesville business men.

The Columbus Manufacturers' and Jobbers' Association has voted to merge its traffic and publicity activities with that of the Columbus Chamber of Commerce. It will retain its old officers and keep in touch with its members in that way.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, reports a fairly good demand for all grades and varieties of hardwoods. Prices are generally well maintained and there is a tendency to increase the volume of business. Yardmen are now buying better than factory purchasing agents. Mr. Horton looks for a good trade in hardwoods from this time on.

John R. Gobey of John R. Gobey & Co., says there is a good demand for all hardwoods, and prices are strong in every particular. He believes the future will be more active.

J. A. Ford of the Imperial Lumber Company reports a good movement of hardwoods, especially from West Virginia, with prices holding up well.

#### ----≺ TOLEDO >----

A few of the local hardwood concerns report price-cutting, due in general to competition or the need of ready money. As a rule, though, prices are holding up well. Demand is good and building continues excellent.

The Booth Column Company was awarded a splendid municipal contract the past week when the town of Wooster, Mass., chose this company to supply it with 475 columns to be used in its street-lighting project. The company reports business showing a steady increase. The directorate of the company for the new year includes: W. S. Booth, R. A. Landers, W. T. Hubbard, E. N. Crumbaugh, and Mrs. M. E. Booth.

F. B. Anderson of the Skinner Bending Company is enjoying a sojourn in the South. He has been spending some time at the company's plant in Stuttgart, Ark.

An increase in its capitalization from \$60,000 to \$250,000, recorded by the Gotshall Manufacturing Company, is of much interest. junction the firm has also acquired the properties of the Gotshall Brothers Company at Archbold, O., and the plants of the E. W. Worman Company at Vickery and Whitman. All these concerns have heretofore been operating independently, although under the supervision of the Toledo company. Mr. Worman, who has operated the Vickery and Whitman factories for the yast eight years, will act in the capacity of assistant manager at the Toledo plant. Other officials of the local plant are S. D. Gotshall and I. W. Gotshall. Beside the out-of-town branches just taken over, the Gotshall Company maintains other branch factories at Delta, O., Swanton, O., Blissfield, Mich., Ogden and Fremont, O.

#### -----≺ MEMPHIS >--

George C. Brown & Co., Proctor, Ark., are preparing to resume operations at their big plant about the first of March. This is one of the big mills in the immediate Memphis district, that has been out of commission for some time. This course was adopted by the management in order to prevent a recurrence of the heavy damage sustained by the overflow of last year and the year before. There is nothing now to indicate that there will be any overflow this season but the company is in shape if such a development does take place. During the suspension advantage has been taken of the shut down to make necessary repairs and improvements and the plant will be operated to good advantage when it resumes

H. M. Wheeler, who a short time ago sold his interest in J. W. Wheeler & Co., Madison, Ark., has become the bead of the Jonesville Hardwood Lumber Company at Jonesville, La., and has already entered upon the duties of his new position. This firm owns extensive timber holdings in the section tributary to Jonesville and a new mill will be erected as soon as possible. The plant of a stave company has been leased and this will be used until the new mill is in readiness for operation. sold his interests at Madison to William Pritchard, of Memphis, who is now joint owner of J. W. Wheeler & Co. with C. L. Wheeler.

The Jones Lumber Company of this city has made arrangements for removing one of its Mississippi mills to Arkansas, and plans to remove two others in the near future. The plant which is to be removed at once will be taken from Grenada, Miss., to Hamburg, Ark. This company works hickory almost exclusively and has earned the title of "Hickory" Jones Lumber Company. Its offices are in the Scimitar building here.

The Higden Lumber and Manutacturing company at Higden, Ack, has taken over 4.000 acres of timberland located in Van Buren and Cleburne countres, Arkamsus. The property was owned by the Buker Lumber Company, and included in the transfer were units formerly operated by this near. The transaction involved an outlay of about 800,000.

Announcement is made that T. B. Ashby of Jackson. Tenn., has closed negotiations with business men of Lattle Rock whereby he will establish a veneer plant in that city, involving an outlay of about \$100,000.

Practically no lumber times were involved in the future of the Mercautile Bank here which was caused by the poculations of its president, thurter Raine. The shortage is \$1.065,000, or about one half of the original to tal assets of this institution. In order that there might be no apprehension regarding the other banks, the chearing House Association issued a statement decarring that the tailing of the bank was due to the cases, incurred through its president, that the other banks were in no way involved, that maneral conditions here were thoroughly sound and that the other banks belonging to the association were in as good shape financially as, if not better than, ever before.

Newspaper dispatches report the lynching of Buck Metirk near Hersido Miss, by a body of citizens living near that place. He recently shot J. K. Ingram, a prominent million of Hyhdra, Miss., was tracked by bloodhounds, captured and placed in Jull. He was being removed from the Jull at Hernando by the sheriff when the posse stopped the train, overed one official with gons and took the pussoner away from him. He was strong from a steel bridge and left hanging all night. The lynching observed the confession of the negro that he was guilty of the assault on the lugram. The latter is slowly recovering here from the rifle order worth entered his back just above his kidneys. He seemed glad to sear loat the would be murdorer had met such a fate but expressed togget that his friends did not wait long enough to allow him to recuperate sufficiently to be one of the lynching barty.

Dayid Lee, head of the Eagle Furniture Company, has been received.

David Lee, head of the Eagle Furniture Company, has been received president of the Retail Furniture Dealers' Association of this city, while T. J. Beasley has been chosen to succeed himself as treasurer. This occanization has for its principal purposes the placing of credits on a sound busis and the general protection of those engaged in the furniture bosiness. Practically all of the thirty three firms here are identified with this body. The State (Tennessee) Furniture Dealers' Association will be bere in May, about 700 delegates strong, and the local association will arrange entertainment beatures and otherwise provide for the comfort and pleasure of the visiting dealers.

contort and pleasure of the visiting dealers.

James E, Stark of James E, Stark & Co., together with the other Memphis business men who went to New Orleans to appear before Secretary McAdoo February 12, to present the claims of Memphis for one of the regional reserve banks, has returned. Mr. Stark was the special representative of the lumber industry and was able, through his presentation of facts covering the lumber business of this city and section, to make an exceptionally good impression upon the government officials. In fact the claims of Memphis were presented with such emphasis and the eyes of the government officials were so opened regarding the volume of business transacted here that they asked for additional information, which is now being preparted to be forwarded to them on their return to Washington. The lumbermen are very anxious to see Memphis secure one of these banks and are co-operating in every possible way to this end.

### ────≺ NASHVILLE ≻──

President Charles M. Morford of the Ragland-Baxter-Morford Company, lessee of the Edgefield & Nashville Manufacturing Company, reports some important building enterprises in the South. Mr. Morford's company is one of the largest interior finish and furniture concerns in this section, and took over the preperty leased some mouths ago. The company has contracts for the interior work of the Healey building, 16-story structure in Atlanta to cost \$1,000,000; Tutweller hotel, structure at Birmingham to cost \$1,000,000; Ridgeley apartments, one 2-story building at Birmingham, and is making important progress on a 12 story addition to the Seelbach hotel at Louisville. Mr. Morford says that inquiries received indicate that plans are being made for numerous other important buildings in the South.

Recent rains have caused the Cumberland river to rise, and logs have begun moving. It is believed the tide will bring several million feed of poplar, oak and other logs to market within the next ten days. It is believed that 10,000,000 or 15,000,000 feet of timber is ready to be

moved to market in the upper river country.

T. F. Bonner, president of the Bonner Furniture Manufacturing Company, says that the outlook is very bright in the furniture trade. Mr. Bonner seys his company is steadily increasing output. The company is baying plans made for another warehouse at its plant in West Nash ville to facilitate output.

The plant of the Nashville Hardwood Flooring Company has resumed after having been closed to install new equipment, including four immense boliers. The fooring business is reported in good condition at

present.

Vieggerent Olin White of the middle Tennessee jurisdiction has issued a call for a concatenation of Hoo-Hoo to be held in Nashville the second Tuesday in March. The concatenation will be held simultaneously with the annual meeting of the Nashville Lumberment's Club, when the club will elect officers. An lateresting program will be arranged.

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring

# Bluestone Land & Lumber Company

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock
MILL FACILITIES
Band Sawed Stock
RIDGWAY
PENNSYLVANIA

# CINCIN RATIE

Hardwood Manufacturers and Jobbers

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

### OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

# OAK TRIM and MOULDINGS

40

in plain sawn stock are one of our "specialties". Our stock is smoothly machine run and is not excelled by any in quality or machine work. Can furnish Oak Flooring in same cars-

WE ALSO FURNISH ROUGHED OUT OAK DI-MENSIONS READY FOR YOUR MACHINES

#### THE M. B. FARRIN LUMBER CO.

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE—CLAY CITY, KY.

#### RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT SUMMERS AND GEST STREETS

### E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS

#### SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK

Sales Office-South Side Station-C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

## THE GLUE THAT IS APPLIED COLD -



# In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoid able lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

#### A DOOR MAKER SAYS: gramman and a second

McCleary, Wash., 9/30/13.

Perkins Glue Co

South Bend, Indiana.

Dear Sirs:—It is now about a year since we added a veneer door department to our operations. Deciding on the glue which would give the best results, we con-sidered the most important matter in connection with this new department. this new department.

Investigation convinced us that your product was the one we wanted in order to turn out the most dependable doors and panels and it has been gratifying to find that it has given us low cost as well as superior quality.

Yours truly

Yours truly.

CHEHALIS FIR DOOR CO. GJO-BB By Geo. J. Osgood.

Perkins Glue Company

Originators and Patentees 805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM .

The Nashville Manufacturers' Association has elected the following dicers: P. L. Hoyt, president; E. S. Shannon, secretary. Charles M. Morford, retiring president, is also president of the Nashville Lumbermen's Clib. Murray W. Hogan was elected general manager of the manufacturers' permanent exhibit. Lumber products are well represented In the manufacturers' building, and the exhibits have attracted wide attention.

Manufacturers throughout Tennessee are much concerned as to the workmen's compensation problem. Laws have been passed in a number of states, but do not meet with approval of employers in Tennessee. A commission of which W. R. Cole, Nashville, is chairman, and J. H. Turner, Nashville, secretary, has been appointed to make recommendations on this subject to the next legislature. The commission has started a series of hearings to be given in different parts of the state, and has invited both employers and employees to present their side of the

The Star Block Mills, of which Jasper Hooper is manager, which started in Nashville some months ago, has a rapidly growing business, manufacturing shuttle blocks of dogwood and persimmon.

### -----≺ LOUISVILLE ≻=

The Louisville Hardwood Club has been watching legislative matters at Frankfort closely, and has taken action on two important propositions One was the bill to abolish the State Forestry Commission, and inci dentally to do away with the position of the state forester, J. E. Barton, who handles this work now, is an honorary member of the Hardwood Club, the club having realized that his work is along practical and effective lines. A resolution was adopted endorsing the work of the forester's office and protesting against the passage of the bill. reports indicate that it will be reported unfavorably by the committee which has had it in charge, the prompt and vigorous action of the lumbermen having had much to do with the result. The other matter was the Glenn bill, which is intended to increase the powers of the state insurance board, which now exercises supervision over and regulation of fire insurance rates. The bili proposes confiscation of the rate making machinery of the fire underwriters, and in other ways is so drastic that the withdrawal of the insurance companies from the state. in the event of the enactment of the bill into law, is regarded as certain. The Hardwood Club, after a consideration of the situation, went on record as being opposed to the bill, and has asked the senate of the legislature to defeat it. It has already passed the house, known at this time whether the bill will go through or not.

The Churchill-Milton Lumber Company, the newest addition to the Louisville hardwood trade, has elected officers, John Churchill being made president and T. Smith Milton secretary and treasurer. Churchill is comparatively new in the business, having been with the Booker-Cecil Lumber Company as vice-president for the past year, while Mr. Milton is well and favorably known to the trade all over the country. He has been with a number of leading firms, retiring as sales manager of the Louisville Point Lumber Company to become connected with the new company, which is starting out under the most favorable auspices. The company has been elected to membership in the Louisville Hardwood Club and its members assigned to important committees by President Stuart R. Cecil.

That black walnut is coming into its own again is the opinion expressed by many leading lumbermen. Trade conditions abroad, as well as the fact that walnut is gradually being worked into a position of prominence as an interior finish, which means that more of it will be used for furniture manufacturing, make it seem desirable to members of the walnut trade to stimulate domestic consumption, and that this is going to happen is predicted by many of the leaders of the business

Bids will be opened about April 1 on the new plant of the H. E. Heim berger Veneer & Lumber Company of New Albany, Ind. The new mill will be for the manufacture of both lumber and sawed veneers, the combination having become particularly popular in this territory of late The mill building will be of reinforced concrete foundations and corru gated iron walls. It is expected to have the plant in operation early in the summer.

Local lumbermen have received information to the effect that the Lebanon, Ky., Lumber Company is considering removing its sawmill to In case this is done the manufacture of beech flooring, which is being handled by the concern on a small scale at present, will be made a feature. The Glasgow Flooring Company, at Glasgow, Ky. is one of the few concerns specializing in the manufacture of beech for this purpose in Kentucky.

It is reported that Senate bill 279, which has been favorably reported to the Kentucky senate, was introduced at the instance of the Kentucky River Sawmill Association, an organization of hardwood lumber manu facturers which was formed for the purpose of eliminating the depreda-tions committed by alleged timber thieves. The bill referred to would regulate the taking up of logs from streams and would extend the time during which logs both branded and unbranded may be reclaimed from sixty to ninety days.

W. W. Duffield of Harlan, Ky., a former army engineer, has organized a boy scout movement in that section, and the boys are being interested in the subject of forest protection. A forest protective association composed of timber operators has been started at Harlan, J. E. Barton, the state forester, baying arranged for the work to be carried on

Lexington, Ky., is getting to be something of a lumber center, two large companies having established their general offices there. They are the Turkey Foot Lumber company a fitter concern which is operating a big tract of timber in Jackson county, Ky. Its office will be on the ninth show of the new Favette National Bank building. It has also been announced that the Kentucky Lumber Company, of Chechmati, will have its offices in Lexington after April 1. The company has millia Burnside and Williamsburg, Ky.; Lafoliette, Tenn., and Sulligent, Ala. Ralph Mctracken, secretary treasurer and sales manager, made the announcement in Lexington recently.

#### -----≺ ST. LOUIS >=

The entertainment committee of the Lumbermen's Club of St. Louis is arranging for its next banquet and business meeting. This will probably take place the latter part of the month but it may have to be post-poned until the early part of March, in order to meet the dates of some of the speakers who are desired. It is the intention at the present time, to have one of the leading St. Louis bankers address the club on the new federal banking system. There will also be some very important matters come before the club. The club is also planning to give a series of entertaining monthly meetings during the next few months, and have a number of outside organizations as its guests. The plans are still in an embryotic state at present. The committee, however, is hard at work to perfect its plans.

E. W. Blumer, sales manager of the Lothman Cypress Company, has been attending the recent convention of lumber associations in this section of the country. He was at the one in Chicago recently and also attended that at Keokuk, Iowa. He is now making several of the

towns in southeastern Iowa and will be home shortly.

W. W. Dings of the Garetson-Greason Lumber Company has returned from a short trip through Texas and is getting ready for a run over to Kambac City. He says the railroad trade is in pretty good shape. The company's mills, with the exception of the one at Wesson, are runing all right. The Wesson mill had to close down for several days, owing to the hard rains and wet weather. It was almost impossible to get logs from the woods on account of the rains so it was thought best to close down until the weather became more favorable.

J. A. Hemphill, sales mnnager of the Gideon-Anderson Lumber and Mercantile Company, states that the mills are working right along getting out lumber. He is looking for a brisk trade before long.

E. W. Luchrmann of the C. F. Luchrmann Hardwood Lumber Company says the company has been doing a very satisfactory business right along and is anticipating a fine trade as soon as the weather will permit of building operations to begin.

Frank G. Hanley of the Frank G. Hanley Cypress Company is taking advantage of the dullness in the cypress trade, to go to the Gulf with his family. He will be back in time to go after the spring business.

Frank Liebke of the C. F. Liebke Hardwood Mill and Lumber Company states that the company is expecting a big shipment of ash logs before long. It booked a big order recently, one of a million feet of quartered and plain bak.

#### \_\_\_\_≺ ARKANSAS >=

The Southwestern Lumber Company of Neal Springs, Ark., has filed resolution with the secretary of state to surrender its charter. This company has been engaged in the hardwood lumber manufacturing business at Neal Springs and Hope, Ark., for the past several years.

A contract for the purchase of 700,000 feet of white oak timber in Newton county, Arkansas, was recently let by Francis Kiefer, forest Supervisor of the Ozark National Forest, to the Buffalo Stave and Lum-

ber Company.

One of the largest timber deals to be transacted in the state recently was completed last week when the Chicago Mill & Lumber Company, of Helena, bought 98,000,000 feet of hardwood timber near Georgetown on the Missouri and North Arkansas railroad. This timber is located in the White river bottoms of Woodruff county, and covers about 20,000 across

The Red River Cottenwood Lumber Company, with plant at Clipper, difteen miles north of Texarkana on the Iron Mountain railroad, was recently thrown into involuntary bankruptcy on petition of creditors. The assets are listed at \$20,000 and the liabilities at the same figure.

Fred G. Harbourn, thirty-six years old, died at a Little Rock hospital on February 9. Mr. Harbourn was a native of filinois, but had resided in Arkansas for the past ten years, during which time he was engaged in the bardwood lumber business at Walco. He is survived by his wife, two sons, six brothers, four sisters and his father.

The Forked Leaf Oak Company's plant at Heber Springs began operations on January 12. This concern is manufacturing wagon and implement stock. E. H. Ewing, formerly of the E. H. Ewing Lumber Company of Heber Springs, is general manager of the company.

The Duff & Hetzler Company of Mountainview, Ark, manufacturer of tight barrel and circular heading, recently purchased 1,500,000 feet of white oak timber near Turkey Creek, Baxter county. The company is installing new machinery at its plant and will have it in operation by March 1. This company has operated a mill at Brinkley, Ark, for the past thirteen years.

On February 20. United States District Judge Jacob Trieber rendered a decision in the case of the United States vs. Lee Wilson & Co., commonly known as the Moon Lake case, in favor of the government. is one of the famous Arkansas sunk lands cases, which involve altogether the title to some 80,000 acres of timberland in eastern Arkansas. The Moon Lake case involves only about 900 acres of land, but the decision in this case is of far reaching effect on the numerous other similar cases. Litigation arose over the question as to whether or not this so-called sunk land belonged to the United States government or to individuals claiming under the state of Arkansas and the St. Francis levee district. It was the government's contention that through error of the surveyors in 1841 this land was returned as lakes and sunk land when in fact it was sand in place. The government contended that it was not the intention of Congress to part with this land and the title still remained in the United States government. In this contention the government was sustained by the ruling of District judge Jacob Trieber. The case will likely go on appeal to the Supreme Court of the United States before final determination.

#### 

The new concern incorporated as the Mitchell Wagon Company of Racine has taken over the Mitchell wagon business from the Mitchell-Lewis Motor Company of Racine. The newly formed firm was incorporated with \$500,000 capital stock by Milton J. Knoblock, John B. Simmons, George N. Fratt, Raymond Weins and John B. Rowlands, for the purpose of manufacturing wagons and automobile bodies. It is thought, however, that the new firm is being financed by eastern capitalists and also rumored that the International Harvester Company of America is interested in the deal, that the plant will be one of five of the largest in the country to be consolidated and that Charles R. Flint of New York is financing the company. The wagon business was founded in 1838 and for many years the Mitchell & Lewis Company, Ltd., were leading factors in the wagon trade. The Mitchell Motor Company was later formed by the same interests to manufacture auto-In 1910 the two concerns consolidated as the Mitchell-Lewis Motor Company with \$10,000,000 capital stock. This company has now disposed of the wagon business and will manufacture motor cars ex-

Robert Kraus, Jr., has opened offices at Marshfield in the Deming

### RED GUM

### **Band Sawed Stock**

4 cars 4/4 1s and 2s Red Gum

8 cars 4/4 No. 1 com. Red Gum

6 cars 4/4 1s and 2s Sap Gum

12 cars 4/4 No. 1 com. Sap Gum And All Grades of 4/4 Oak and Ash

JONES & DUNN, Jennie, Ark.

Manufacturers & Wholesale Dealers in Lumber

### BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

### OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

### RED GUM

(Leading Manufacturers)

### **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better

Soft Elm

Mark H. Brown Lumber Company

Mounds, Ark.

**Hardwood Manufacturers** 

Eleven Miles West of Memphis, Tenn,

### Baker-Matthews Manufacturing Co.

Sikeston, Mo.

### Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING

### **Band Sawn Stock**

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum

75,000 ft. 6/4 Common & Better Red Gum 50,000 ft. 8/4 Common & Better Red Gum

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, INVERNESS, MISS.

### OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods
—— Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK. building, and engaged in jobbing hardwood and lumber in car lots. Mr. Kraus was formerly traveling salesman for the R. Connor Lumber Company and more recently sales manager of the Atwood Lumber and Manufacturing Company of Park Falls where he remained until that business was taken over by the Hines Lumber Company.

The A. H. Stange Company of Merrill has moved into its new offiers in the former Lincoln County Bank building. There are two stories and the basement devoted to offices of this concern.

The village of Crandon is the seeme of great logging operations at this time. Besides the annual output of 12,000,000 feet of bardwood by the local company, Keith & Hiles Lumber Company, McGee of Shawano is banking at Rocky Siding, a mile and a half from the city on the Pelican branch, 8,009,000 feet of hardwood besides several thousand cords of pulpwood; the Underwood Veneer Company has a large crew near the Pelican branch with a logging railroad and a fitty too logging locomotive hauling to the branch; Morse and Tradewell of Antigo have built a logging railroad to the branch and are rushing out thousands of feet daily; the Rhinelander Veneer Company has a crew of thirty men loading logs on the Kvith & Hiles logging railroad and numerous jobbers are cutting logs and pulpwood. On an average fifty cars londed with logs are sent out of Crandon to the main line daily. While the late coming of snow and cold weather retarded logging operations for a period the work is now going on with great activity.

The various camps of the Menasha Woodenware Company of Menasha, located in northern Wisconsin and Michigan, are working full crews now that the weather has turned favorable for logging operations. Long trains of logs are arriving daily at Menasha from the camps. Seventy men are working in the two Ashland camps and about half that number in the two Mosince camps of the John Weeks Lumber Company of Stevens Point. Logs are being received in great numbers at the mill in this city. The Weeks company also has six contractors putting in logs at different places. The E. J. Pfiftner Company of Stevens Point also had a large crew logging in Ashland county. These logs, however, are manufactured at the mill of this concern located at Self's Spur as during the past two seasons. The big sawmills at Antigo are now receiving logs faster than they can be cared for. The Faust Lumber Company of that city has commenced the season's cut, following the lead of the other mills.

Lumbering concerns in Marinette have been expanding and enlarging their scope in their lines of preducts during the past few months. The Michigan Hoop Company has installed five thousand dollars worth of new equipment in a new addition for the manufacture of trunk slats in addition to its regular line of hoops and staves. The big Kreiter Piano Company plant will increase its output to twenty-five pianos daily to meet the demand of outside companies who have their instruments manufactured here. The General Appliance Company on Main street has a large volume of business lined up for the coming season on a new product, a complete line of porto furniture.

Articles of incorporation of the La Pointe Lumber Company of Menomonic have been filed with the secretary of state. The capital stock is \$33,000 and the incorporators are G. W. La Pointe, M. Maulne and W. W. La Pointe.

The Phoenix Chair Company of Sheboygan has filed an amendment to its articles of incorporation thereby increasing its capital stock from \$300,000 to \$700,000.

An addition to the shops of C. Mattison & Sons, manufacturers of wood-working machinery, Beloit, is being creeted on Fifth street. The construction will be of brick and of similar architecture as the present building. The addition provides for 1,300 square feet additional floor space.

The largest dental furniture factory in the world, the American Cabinet Company of Two Rivers, is doing a rushing business. It employs 800 men and only recently secured additional help from the Milwaukee Free Employment Bureau, the labor supply in Two Rivers having run short. Its products are sent to every country in the world.

The Wisconsin Railroad Commission has granted a certificate of public convenience and necessity to the Minneapolis, Merrill & Marinette Railroad Company to build a line from Merrill to Athens, a distance of twenty-one miles. The road is located in the lumbering region and will undoubtedly be used to a great extent in hauling logs and finished lumber.

The planing mill of the Arpin Hardwood Company at Atlanta was totally destroyed by fire on Sunday night, February 8. The origin is not known and is somewhat of a mystery as there were no boilers on the plant, the steam being furnished to the engines from the boilers of the sawmill. The loss is estimated at \$35,000 and is covered by insurance.

The Wisconsin Railway Commission has made several rulings that are of interest to lumbering. Farm wagons, formerly in the first classification, were placed in the second, at a reduction of about twenty percent in the cost of shipment. The complaint was made by the Northwestern Wagon Company of Fort Atkinson on the North-Western line but the rates affect all lines. The commission denied the petition of the Oshkosh Fuel Company and the Wausuu Advancement Association for an order to the Milwauker end to reduce its rates on wood, lumber and boxes. The Omaha railroad was granted a certificate of public convenience and necessity for the construction of a ten-mile branch into the lumbering region, from Kaiser to Park Falls.

P. G. Var. manager of the Cornex Refrigerator Company of Fond du Lac was the prime bender or a movement in the gathering of local manufacturers by a printed circular, listing manufacturing plants and their products, to be inclosed in every shipment of goods. The manufacturers decided to hold regular meetings and form a division of the Business Web's Association.

Word has been received at Oshkosh that John A Spaulding formerly president of the Wall-Spaulding Lumber Company of that city has been missing since December 6. Last year Mr. Spaulding removed to Coeur de Alene, Ida, and early in December went to Oregon to inspect timber tracts. Since going into the woods he has not been heard from. Four weeks before disappearing Mr. Spaulding was married.

Kemeter Brothers of Jefferson have started up their mill at that place and also that at Helenville. William Walther is again in charge of operations. The Kaukauna Lumber & Manufacturing Company of Kaukauna has also started its sawmill.

### The Hardwood Market

#### ──≺ CHICAGO ≻=

The tone of the Chicago nearket for the past couple of weeks has not been entirely satisfactory. In fact, it has been rather disappointing, judging from the opinions expressed by a great many of the local trade. This does not mean, however, that pessimism reigns or in fact that there is anything but a hopeful spirit prevalent. It is a fact, however, that buyers are continuing to hold off; that their orders are neither of the desired size or themenly.

It is highly probable that inclement weather conditions which have held up building operations, and in fact have practically stopped them for some little time, have had more to do with this situation than almost anything else, as there is no logical reason why the trade should not be brisk right now in the local market.

The yard trade is beginning to buy more than it has been, according to report, but this is because of anticipated sales which it is expected will materialize as soon as the weather shapes up enabling building operators to go ahead with their various work.

The call from the local factory trade is continuing on a fairly good basls, but is not entirely satisfactory either from the point of view of volume or frequency of call. However, the Chicago market has not broken any further, and it is firmly anticipated that prices will not strike any lower level than is now prevailing. This market can usually be counted upon for more or less of the unsatisfactory development as soon as there is any hesitancy in the lumber business in general, as, like any other large market it is asked to absorb any quantities of stocks that cannot be moved easily through the usual channels.

However, considering low stocks at the factory and in the yards, there is every reason to believe that as soon as buying assumes even a normal condition any surplus of offerings will be easily absorbed without there being any breaking of prices.

Low grades are holding up better than almost anything else on account of continued activity on the part of the box manufacturers who are absorbing about all of this class of material that they can get.

Red gum does not show any great strides forward although sap gum is somewhat firmer. Oak is not changing materially, it being anticipated that these stocks will experience a gradual strengthening from now on. Weather conditions locally point to an early breaking up of winter weather, which will result in materially enlarging the call for all kinds of lumber in charge.

#### \_\_\_\_< BUFFALO >-----

The hardwood demand has improved this month and is on a considerably better scale than some weeks ago. More interest is shown in lumber purchases and the tendency is to make inquiry for larger blocks. Most yards report getting in a pretty fair amount of business this month and some stocks have been moving out almost as fast as they came in. Prices have been a little firmer for the past few weeks, and it is thought that the market will hold up well during the present year.

A variety of bardwoods are in demand, among them plain oak, maple, birch, chestnut and ash. The buying in these woods has been so small for some time that quite a large amount of stock has been needed to fill the requirements of the trade. There has been a steady demand for flooring recently, especially in oak and maple. These two woods promise to be about the leading hardwoods in this market for some time. Poplar is not active, but is about holding its own. All low grades are firm in price.

#### ——≺ NEW YORK ≻——

From comments heard in wholesale quarters the hardwood market is considerably improved, but to say the same for the whole thing would hardly be fair. There is unquestionably a big increase in inquiry and

### RED GUM

### ARCHER LUMBER COMPANY

Manufacturers of

### **HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY - RED GUM

### Tennessee Aromatic Red Cedar

(CAR LOTS OR LESS)

At Chienman we operate an exclusive conditional at which point we now have in stock plus thaily 1000,000 fc of all thicknesses of column

We can make shipment of your order in carboad lots or less than carboad lots the day your order is received. Our facilities for prompt and careful handling are unsurpassed.

LET US QUOTE DELIVERED PRICES

Write for interesting history of Tennessee Red Cedar

### Geo. C. Brown & Company

(Main Office) Proctor, Arkansas

(Twenty miles west of Memphis on C., R. I. & P.)

### MILLER LUMBER CO. Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 18' lengths. Modern equipment backed by 25 years' practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

### Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

### TROUBLE?

Are you having any lumber trouble?

Does your oak warp, split, check or honeycomb in the kiln?

Does your gum stain, buckle, twist or do the bucking broncho act?

Do you have any difficulty with split panels and defective glue joints?

Do you have to dye, stain or refill your lumber to get a uniform color?

Do you have any reclaims on finished goods from bad glue joints, finish or other reasons?

You can cure all your lumber troubles by using

# Kraetzer-cure

You don't **have** to buy Kraetzer-Cured Lumber—you can produce it yourself from air-dried, half-dry or green stock.

Your lumber will then dry in your kilns quick, straight and free of all defects.

We will tell you where to buy Kraetzer-Cured Lumber, if you ask us.

We wilt tell you about the Kraetzer Preparator, the use of which insures the quick and accurate seasoning of lumber, if you ask us.

We will send you a new and interesting pamphlet involving the entire theory and practice of steaming wood under pressure, if you ask us.

ASK US

The Kraetzer Company
537 S. Dearborn St., CHICAGO

orders are more in number and for larger quantities than last month. The advent of buyers in the wholesale market is due more perhaps to the condition of stocks on hand rather than to an improved trade in consuming channels. It is well known that stocks in yards and in manufacturers' hands are badly broken even where the quantity is fairly large, and this is no doubt responsible for the better wholesale market prevailing. This is not to say that the retail trade is not better than in the closing months of last year. There is a stronger feeling throughout the whole market and a firmer condition is bound to result from the present state of affairs. Prices continue firm with no changes to speak of. Beech, ash and oak are in good call at prices which allow fair margins. Gum continues slow and prices for this lumber are unsteady. The building lines are picking up and this must be followed by better demand for hardwoods.

#### → PHILADELPHIA >=

There has been a tangible advance in the hardwood market during the last fortnight, with a daily growing optimism as to outlook. The opinion generally obtains that the worst is past and that a gradual betterment in trading may be looked for from now on. Buyers are realizing that stocks at the mill ends are none too heavy and are consequently placing orders to protect themselves in the near future. Although locally things are more or less quiet, there is evidence of a building boom in the large suburban towns to begin with the advent of propitious weather. The long desired improvements for a greater Philadelphia, there is every reason to believe now, will soon crystalize into a reality, as a special election has been called for March 31, to create a loan of \$12,900,000 as beginning towards the removal of grade crossings; extension of the belt line to the river front; erection of twelve new docks, etc.; building of an art gallery and museum on the new boulevard and constructing of subways and elevated roads to every corner of the city, all of which will mean work for thousands of artisans and mechanics, who, as they are the two-story dwellers and constitute the bulk of the population, will in turn be able to buy more freely and thus give an impetus to business and the trade generally. Taking the situation as a whole, the outlook in Philadelphia is luminous. Reports from the New England travelers testify to a brightening up in that field, with a strong optimistic feeling as to outlook. In the local market oak is reported steady; chestnut quiet, no change in poplar, maple, beech and birch holding their own.

#### =≺ BOSTON >=

No particular evidences have appeared in the last fortnight indicating any great change in the hardwood situation here. Some dealers report improvement over recent conditions while others affirm that any reported gain is imaginary. Deliveries have been slow and uncertain owing to the extreme weather of the past four weeks. This delay to business in general has not had an appreciable effect on prices, and in the minds of some, it is the indication of a "necessity-demand" in the near future on account of shortening of stocks in the consuming market. It is safe to say that this is a consistent view and one which widely prevails in this section among the dealers in hardwoods, as the comparatively heavy offerings by manufacturers by mail and visits have affected prices on only a few items, principally poplar and more especially in wide stock. Plain oak always has a wide range in this market on account of the many varieties offered, but the average prices are now equal to what they have been recently. Quartered oak is strong in price, but not in volume moving. Little may be said of beech, birch and maple conditions except to repeat that beech is unmistakably increasing in value, while there are a few reports on maple indicating a little tendency to a lower basis. With conditions admittedly somewhat adverse, the market as a whole shows confidence by the dealers and a general tendency toward holding strong.

#### ------≺ BALTIMORE >=

The hardwood trade situation has not improved during the past two weeks; on the contrary, it may be said to have become less satisfactory, the prevalence of quiet in the trade being now generally admitted. Reports of large stocks in the yards of this country are reinforced with statements as to extensive accumulations and excessive offerings abroad, especially in the lower grades, with the range of prices sagging, if not actually weak. The first month of the year was productive of fairly satisfactory results, and agreeable expectations were being entertained by the hardwood men when they experienced a check in the demand and values rather suddenly slumped. From a feeling of comparative confidence the trade shifted somewhat precipitately to one of uncertainty, and at the present time the outlook is not at all reassuring. In all probability there is nothing really wrong about business, but lumbermen nevertheless are disposed to go slow. To this hesitancy has been added a heavy snow fall and cold weather, which to a certain extent curtails the movement, interfering also with operations at the mills. Of course, salesmen are being sent out and efforts made to keep up to the record of January in point of volume, but this is decidedly more difficult than it promised to be not so long ago. Reports as to the supply are rather conflicting, some of the manufacturers stating that the offerings are heavier than is conducive to fair returns, while others assert that they could ship more lumber if it were in proper shape. The winter has been bad for drying, and as a consequence manufacturers are rather

behind in their deliveries, having the lumber on sticks, but being compelled to wait until it is properly seasoned. As far as prices are concerned, the entire list appears to be off, including even some of the better grades of oak, which for a time resisted all bearish efforts. To be sure, the recession in these grades does not amount to much, but the effect upon the rest of the list is by no means favorable.

The lower grades are being offered at figures which at times of an active movement would be considered attractive to the buyers, but which now fail to stimulate the demand to any extent. Sound wormy chestnut is still heavy, with the returns decidedly unsatisfactory, and with the inquiry halting, and this applies to a certain degree to oak, though the latter wood is showing up better. Low grades of poplar are in very liberal supply, with the buyers indifferent and the quotations down to very moderate figures. The wide poplar stocks are moving hardly at all, with values unsettled. Ash and other woods are about holding their own, though maple flooring appears to share in the weakness of the market As for the export trade, it is in a state of quiescence, with the shipments so heavy or rather the inquiry so limited that prices are unsettled, and shippers who forward stocks on consignment exposed to great danger of making serious losses. The markets of the United Kingdom and some of those on the Continent are overloaded with oak and poplar, and great care must be exercised in making shipments.

#### 

Improvement is reported in the hardwood trade during the past fortnight. There is a better demand for all grades and varieties from dealers who are inclined to stock up in anticipation of better business as soon as spring arrives. Factories are also buying steadily and the tone of the market is satisfactory in every way. Prospects for the future appear to be brighter.

Prices have been pretty generally maintained at the levels which have prevailed for some time. Cutting is reported only in a few cases, the tendency among jobbers and manufacturers being to uphold quotations. In fact the feeling all along the line is firmer and no attempt is being made to move stocks at the expense of the price list.

Shipments are coming out promptly, as the car supply is adequate for all needs. Dry stocks in the hands of mill owners are not large and this is taken as a good indication for price strength. Stocks in the hands of retailers are larger than formerly but they are comparatively small. Dealers are not inclined to stock up to any great extent at this time. Factories making implements and vehicles are the best customers from those manufacturing industries. Furniture concerns are expected to be in the market soon as their shows were fairly successful.

Quartered oak is in good demand and prices for all grades are firm. There is also a good demand for plain oak, both red and white. Chestnut is another strong point in the market and all grades are moving fairly well. Sound wormy is the strongest grade. Poplar is gaining in strength and stocks are not as heavy as formerly. Basswood and ash are also selling fairly well for the time of the year. Other hardwoods are unchanged.

#### ——≺ CINCINNATI ≻=

While all reports as to the progress of the hardwood market show a general improvement, it is more in prospects than in actual business booked. Dealers are receiving many inquiries covering nearly every item on the list and reports from consuming centers are most assuring. Many factories that have been doing very little during the last few weeks are showing signs of general resumption and those who are in touch with the situation claim that there will be plenty of business before very long. It is the general opinion that business for some time to come will be done on a small order basis as has been the custom of late and this will likely continue although a much greater frequency of orders is expected. Much is expected from the furniture trade this year and the fact that none of the large plants are well supplied with stock is encouraging, and when these plants begin cutting up their regular amount of lumber there will be a very much improved demand for many of the hardwoods.

Just at this time there is a very good demand for all grades of plain oak, and quartered is doing very well. Ash is a very good seller, thick stock being preferred. Chestnut has improved some, but it is the low grades that are in best demand. All low grades are in very good request, the box factories being quite busy and taking all offerings of stock suitable for their requirements at reasonable prices. Manufacturers of hardwoods have good sized stocks on band at mill points but they are not overstocked by any means and most of them are not accepting business very far ahead but are asking for shipping orders for what is being bought. They hold a very optimistic view of the situation, and prices are held firm on all items.

#### \_\_\_\_≺ MEMPHIS >-----

The demand for hardwood lumber here continues to improve. Some of the leading manufacturers and dealers say that the furniture interests are beginning to take stock more freely and that the large gain in inquiries from that source is indicative of a decided increase in business in the near future. It is pointed out that, following the furniture exhibits, manufacturers of furniture held out of the market in the belief

### Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey ware-houses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

### C. L. WILLEY, Chicago

Largest Fancy Wood Veneer
and Lumber producing plant in the world



GENERAL VIEW OF MAIN SAWMILL PLANT Equipment two hands and four resaws. Daily ten-hour capacity 150,000 feet

### LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U.S.A. THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

### STOCK LIST Dry Lumber on Hand January 1st, 1914

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	G/4"	8/4"	10/4"	12/4"	16/4"
1st & 2nd Qtd, Wh. Oak, 6" & up		75,000	20,000	78,000	80,000	*28,000	*12,000	*5,000			
1st & 2nd Qtd. Wh. Oak, 10" & up					6,000						
1st & 2nd Qtd. Wh. Oak, 12" & up						12,000					
No. 1 Com. Qtd. Wh. Oak, 4" & up		35,000		20,000	50,000	22,000					
No. 1 Com. Qtd. Wh. Oak, 6" & up					35,000						
Clr. Q. W. O. Sap Strips, 21/2-51/2"					45,000						
Cir. Q. W. Oak Strips, 21/2-51/2"					12,000						
1st & 2nd Pl. Wh. Oak, 6" & up		70,000	20,000	25,000	*100,000	*16,000	*15,000				
No. 1 Com. Pl. Wh. Oak, 4" & up	. 20,000	12,000	12,000		150,000	18,000	*40,000	27,000			
1st & 2nd Pl. Red Oak, 6" & up		35,000	26,000	34,000	100,000	8,000	*30,000	20,000			
No. 1 Com. Pl. Red Oak, 4" & up	. 23,000	25,000	25,000	22,000	300,000	12,000	*30,000	3,000			
No. 2 Com. Pl. Red Oak, 3" & up					*200,000	2,000	2,000				
Oak Core Stock					300,000						
1st & 2nd Q. Red Gum, 5" & up					10,000	5,000	6,000	15,000			
No. 1 Com. Q. Red Gum, 4" & up					12,000	3,000	2,000	5,000			
1st & 2nd Fig. Red Gum, 6" & up		25,000	15,000	30,000	15,000	4,000	2,000	2,000			
No. 1 Com. Fig. Red Gum, 4" & up	. 5,000	4,000	4,000	5,000	12,000	1,000	2,000	2,000			
1st & 2nd Pl. Red Gum, 6" & up		200,000	175,000	300,000	250,000	225,000	215,000	15,000	*15,000	*16,000	
No. 1 Com. Pl. Red Gum, 4" & up		75,000	60,000	90,000	400,000	50,000	30,000	18,000			
1st & 2nd Sap Gum, 6" & up		30,000	25,000	40,000	50,000	25,000	12,000	25,000	*12,000	*15,000	
1st & 2nd Sap Gum, 13-17"					80,000						
1st & 2nd Sap Gum, 17" & up					40,000						
1st & 2nd Sap Gum Stain, 13" & up					20,000						
Sap Gum Box Boards, 13-17"					60,000	1.1.1.1.1.1					
No. 1 Com. Sap Gum, 4" & up		30,000	40,000	50,000	75,000	40,000	*35,000	*12,000			
No. 2 Com. Gum, 3" & up		80,000	70,000	160,000			80,000				
1st & 2nd Tupelo, 6" & up					40,000						
No. 1 Com. Tupelo, 4" & up					15,000		122 555	222 111			
1st & 2nd Cypress							40,000	*12,000			
Select Cypress					60,000		60,000	*10,000			
No. 1 Shop Cypress					30,000		27,000	*15,000			
No. 1 & No. 2 Com. Cypress							40,000				

\* Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No. 1 Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and tlat and to be absolutely free from stain. Kraetzer-Cured Lumber is of a soft, mild texture and uniform color,

We have facilitles for kiln-drying and surfacing.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND-WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

that they would be able to buy more cheaply About this time their were some pretty large lots of oak offered at concessions by a prominent urm which needed ready money and this encouraged them in that atti More recently, however, they have found a lack of offerings at a lower level and they are beginning now to buy at the prevailing prace This applies with more emphasis to plain and quartered oak and sap gum than to anything else. In the meantime the lower grades of cot tonwood and gum are in active demand at hardening prices. The box manufacturers are doing a large business and they are asking higher prices for their output because of the large demand therefor and because of the growing scarcity of both cottonwood and gum in the lower The upper grades of cottonwood are in but moderate request grades. while red gum continues to move in only a small way. There is demand enough to take all the ash offered and prices are well maintained Cypress sells well in shops but the other grades are slow as to move ment and rather heavy as to prices, especially in stock thicker than one inch. There has been no material improvement in export business. and exporters here are inclined to the belief that the demand from that source may continue rather slow for a while. The feeling of optimism in other lines of activity is apparent among lumber interests and they face the future in the confident belief that there will be a much better volume of business by the end of the first quarter of 1914.

Practically all the mills at Memphis and in the immediate Memphis territory are being operated at full capacity. There are some exceptions to this general rule but they are few and unimportant as affecting the total output. There has been some improvement in the demand for hardwood lumber since the first of the year and the outlook is for still further gain as the spring trade opens. The furniture manufacturers are beginning to enter the market and the box makers are already doing a large business, with the result that their needs are quite full. Stocks in the hands of consuming and distributing interests are reported small as a general proposition and this fact, together with the expectation of a more active demand in the near future, is proving quite a stimulus to production. Manufacturers believe that there will be a good business and that prices will be prolitable, and they are showing a distinct disposition to get their stock lists in satisfactory shape against the better business they regard as in prospect.

The box manufacturers here are doing an excellent business and are able to dispose of their output at profitable prices, though in some instances values are not as high as they were a year ago. Eng cases are in excellent demand while there is likewise a general call for standard shipping packages. One firm here said the other day that its shipments for December were the largest on record, while the same firm reported that its deliveries during January were the largest ever shown for that particular month. There is a threatened scarcity of low grade cottonwood and gam, because of the conditions referred to elsewhere in this issue of Hakumwoon Revont, and box manufacturers believe that a hardening market is probable on both the raw material and the products manufactured therefrom

#### ───≺ NASHVILLE ≻─

Business in the Nasnville hardwood market has been showing signs of gradual improvement during February, and by the arrival of spring shippers and manufacturers are looking for healthy trade. One feature of interest is the large number of inquiries being received, indicating that many buyers are watching the situation, and anxious to keep in touch with what they can do in the matter of prices. There is a fair demand in the local market, with oak the best seller. Some grades of poplar are moving, and there is a scattering demand for other lines. Some important business is mentioned in oak flooring. The box business is quiet. Much improvement is predicted in local building, when the weetther accomes more satisfactory for outside work.

#### =====< ST. LOUIS >======

Little change has been noted in the local hardwood market during the past few days. There is a steady movement of piain sawed white oak, and prices obtained are quite good. There is only a moderate demand for quartered red and white oak but the call for choice red gum and wide poplar is increasing. While there is a quietness reported for ash and cottonwood, many inquiries are coming in for these two items. This undoubtedly indicates that stocks are very low and that there will soon be an active demand for both. On nearly all items on the list prices are stationary, although plain white oak is commanding a slightly better price than it did a week or two ago. Cypress conditions are improving and high-grade stock is stiffening considerably in price. Salesmen who are covering the northern territory are sending in increased orders and it is the consensus of opinion that with the coming of pleasant weather there will be a good steady demand at advanced price.

#### ——— ≺ LOUISVILLE >——

While it is generally conceded that trade during the jast two months has not need of satisfactory volume, there is no diedunation in the cheer fulness which has marked the sentiment of hardwood men since the opening of the year. "There is more optimism and less business in evidence at present," exclaimed a hardwood man recently, "than I ever saw before." The optimism is based on logic, however, and not merely on

LATEST IMPROVED DRY KILNS AND MACHINERY



### Monogram Brand White Oak Flooring

Perfectly dried and worked. Made from our own t mber from one boundary, insufing uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty: Quarter-sawed White Oak Flooring

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

### Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at
Burnside, Ky. Williamsburg, Ky.
Isola, Miss.

Sales Office Cincinnati, O.

### Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

- $\P$  We offer to the trade a remarkably SUPERIOR lumber product.
- $\P$  Our TIMBER is virgin forest growth of the highest type.
- ¶ Our MILLS are new and produce accurately manufactured stock.
- q Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- ¶ Kraetzer-cured lumber will "stay where you put it."
- Q Dry kiln and oak flooring plant in connection.
- $\P$  We solicit the inquiries and orders of critical and discriminating buyers.
- ¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

### Over One Million Dollars

in savings has been returned its members by the

### Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

### Eight Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of over four hundred of the best saw mill plants in the country. Insurance in force exceeds thirty-one million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a dis-astrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

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All Kinds of High-Grade

### **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia. NEW YORK

### The Tegge Lumber Co.

**High Grade** Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

a gesire for good business, and consequently seems to be in order. one thing, the fact that big business has ceased to fear untoward developments in the policy of the national administration is making for general confidence. For another, the winter wheat crop appears to be safe, and a good foundation for early season business is therefore laid. The furniture shows, it is true, did not produce as much business as usual, but this is being rapidly made up for by post-exhibition orders. The manufacturers are really getting tired of so many furniture shows, and the unsatisfactory results are rather welcomed as showing the need for a change in the method of handling the business. January hardwood trade in this market was a good deal less than was handled in the big month of January, 1913, of course, but February has been pretty close to normal. March is expected to show considerable life, and if demand does not become much more active next month, the lumbermen will miss their pre-

#### ———≺ MILWAUKEE ≻———

Wholesale lumbermen met with a decided increase in business last week, as a result of the liberal orders placed by dealers who were in the city to attend the annual convention of the Wisconsin Retail Lumber Dealers' Association. There was an optimistic feeling among the dealers present, which was reflected in the manner in which orders were placed for spring stocks. The general impression was conveyed that stocks in most retail yards are light and that it will be necessary for dealers to order rather freely if they expect to be in readiness for the spring trade. Wholesalers have been impressing upon dealers the fact that there is no better time to order than at the present, before stocks are decreased further and before prices advance. Local manufacturing concerns are taking more interest in the market and are making good inquiries, but the sash and door, interior woodwork and other factories are not buying as freely as jobbers would like to see them. There is still a tendency on the part of the factory trade to buy only enough to meet present requirements. Stocks on hand at most of these concerns are light, however, and it is only a matter of time before a better business will be secured from this source

Hardwood prices are holding firm and there is an upward tendency in most northern lines, especially in birch and maple. The general impression is that there will be a shortage of available dry stocks before the spring rush is over with and this is a strong factor in keeping up prices. It seems to be making its influence felt, even on southern hardwoods. Low-grade hardwoods are in better demand, as the result of more activity on the part of local box manufacturers.

A decided decrease in the cut of northern hardwood is anticipated this season, due to the late arrival of winter weather. There has been plenty of cold weather and snow all over the northern lumber country since the first of February, and jobbers and lumbermen have been giving their entire attention to the work of getting their logs to the sidings, while hauling conditions are favorable. Logging camps were opened earlier than usual last fall, but logs piled up when winter weather failed to arrive and cutting has been suspended in many localities. Stocks were rather badly reduced during the past season and it was anticipated that the log output would be large and it undoubtedly would have been larger than in several years had the weather conditions been favorable.

February, up to the present time, has shown a remarkable increase in the building activity in Milwaukee. Up to the middle of the month there had been issued 56 permits for the erection of buildings to cost \$155,177, as compared with 31 permits for structures costing only \$42,760 during the corresponding period in 1913.

#### ———≺LIVERPOOL≻——

The market for hardwood lumber has been exceedingly quiet and seldom have legitimate dealers here experienced such bad times. Prices ruling for stock are lower than they can profitably be imported at. Consignment shipments still continue very heavy and as one wit put it "we can only assume that shippers have not lost all their money yet." It would seem, however, to outside observers that some shippers were trying their best to pour some of their superfluous cash into the melting pot. Hickory has been the worst spot. A shipment of 2,000 logs was recently brought in, closely followed by another shipment of over 800 logs. Could anything be more foolish? Where is the buyer who is going to handle 2,000 logs in one line? If the shipments had been spread over the season the market could have swallowed the amount with ease, but tactics of this kind frighten buyers away. How can dealers here be expected to make contracts at profitable prices to shippers when there is the danger that big consignment shipments will compete with their stock at pence below the proper price.

The mahogany position is also weak. There have never been so many logs on the Liverpool quays as there have been during the past fort-Judging from the reported demand and the existed supply at recent sales mahogany values cannot be expected to keep on the present level, and general opinion among keen observers here seems to favor a considerable reduction. Round ash is one of the firmest spots, though here again dealers are threatened with heavy consignment shipments which would soon knock the bottom out of the market. Quartered oak is one of the firmest markets. Shipments of rock elm would also be favorably received. Wagon oak is very weak

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James & Abbott Co	10	Baker-Matthews Mfg. Co	50	Webster, George, Lumber Co	11	Cadillac Machine Company	11
Klann, E. H., Lumber Co	59	Black, Fred W., Lumber Co	42	Webster, N. A	42	Covel Manufacturing Company. Gerlach, The Peter, Company	59
Kneeland-Bigelow Co., The	3	Bluestone Land & Lumber Co	47	White Lake Lumber Company Whitmer, Wm., & Sons	10	Linderman Machine Co., The	67
La king River Lumber Co	43	Bliss-Cook Oak Company	49	Wiggin, H. D	10	Mershon, W. B., & Co	61
Litchfield, William E Lockhart Lumber Co., J. G	10	Bonner, J. H., & Sons	50	Williams, Ichabod T., & Sons	12	Phoenix Manufacturing Co	
Mcllvain, J. Gibson, & Co	9	Booker-Cecil Company	47	Williamson-Kuny Mill & Lumber	4.5	Saranac Machine Company Sinker-Davis Company	0.0
McLean, Hugh, Lumber Co	66	Bradley, E. C., Lumber Co Brown, Geo, C., & Co	24.4	Company Willson Bros. Lumber Company	10	Sinker-Davis Company	
Miller, Anthony	66	Brown, Mark H., Lumber Co	50	Wisconsin Lumber Company	5	LOGGING MACHINERY.	
Mitchell Bros. Co	3	Brown, W. P., & Sons Lumber		Wistar, Underhill & Nixon	10	Baldwin Locomotive Works	
Mowbray & Robinson Co	10	Co	4	Wood-Mosaic Company	11	Clyde Iron Works	7
Palmer & Parker Co Parry, Chas. K., & Co	10	Buffalo Hardwood Lumber Co Carrier Lumber & Mfg. Co	12	Wood, R. E., Lumber Company.	11	Fitzgibbons & Krebs	
Sawyer-Goodman Company		Churchill-Milton Lumber Co	4	Yeager Lumber Co	00	Lidgerwood Mfg. Company	62
Scott & Howe Lumber Co	63	Coale, Thos. E., Lumber Co	10	VENEERS AND PANELS.		Russel Wheel & Foundry Co	
Standard Hardwood Lumber Co.	66	Colfax Hardwood Lumber Co	44	Ahnapee Veneer & Seating Co	64	DRY KILNS AND BLOWERS	
Stearns Salt & Lumber Company	8	Davis, Edw. L., Lumber Com-		Anderson Veneer & Sawmill Co.	4	The A. H. Andrews Company	46
Stephenson, The I., Company Stolle Lumber & Veneer Co	63 44	pany	47	Astoria Veneer Mills & Dock Co	64	Grand Rapids Veneer Works	
Sullivan, T. & Co	66	Day Lumber & Coal Company Dugan Lumber Co		Bacon, R. S., Veneer Company		Kraetzer Company, The	52
Tegge Lumber Co	50	Elias, G., & Bro	66	Black, Fred W., Lumber Co Chicago Veneer Company	43	National Dry Kiln Company	62
VonPlaten Lumber Co	63	Estabrook-Skeele Lumber Co	5	Evansville Veneer Company	00	Phila. Textile Mchy. Company Standard Dry Kiln Company	
Webster, George, Lumber Co	11	Evans, G. H., Lumber Company	9	Hoffman Bros. Company	65	Standard Dry Kiin Company	01
White Lake Lumber Company	42	Farrin, M. B., Lumber Co	47	Huddleston-Marsh Lumber Co	00	SAWS, KNIVES AND SUPPLII	ES.
Wiggin, H. D	10	Farris Hardwood Lumber Co Faust Bros. Lumber Company	9	Jarrell, B. C., & Co	65	Atkins, E. C., & Co	62
Williams, Ichabod T., & Sons Willson Bros, Lumber Company.	12	Flanner-Steger Land & Lumber	3.20	Kentucky Veneer Works		Covel Manufacturing Company.	12
Wistar Linderhill & Nivon	10	Company		Knoxville Veneer Company	6	Simonds Mfg. Company	
Wistar, Underhill & Nixon Wood-Mosaic Company	10	Company	9	Knoxville Veneer Company Louisville Veneer Mills	6	Simonds Mfg. Company	
Wistar, Underhill & Nixon	10 11	Company	9 50 47	Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co	6		
Wistar, Underhill & Nixon Wood-Mosaic Company	10 11	Company	9 50 47 5	Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Nartzik, J. J	6 4	Simonds Mfg. Company  LUMBER INSURANCE.  Central Manufacturers' Mut. Ins.	
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Wistar, Underhill & Nixon.  Wood-Mosaic Company.  Yeager, Orson E.  Young, W. D., & Co.  POPLAR.  Anderson-Tully Company.	10 11 66 3	Company Garetson-Greason Lumber Co Gary, W. W Harris Manufacturing Co Hayden & Westcott Lumber Co Heyser, W. E., Lumber Co Himmelberger-Harrison Lumber	00	Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Nartzik, J. J Ohio Veneer Company Palmer & Parker Company Penrod Walbut & Veneer Co	10 8	LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company	
Wistar, Underhill & Nixon.  Wood-Mosaic Company.  Yeager, Orson E.  Young, W. D., & Co.  POPLAR. Anderson-Tully Company.  Atlantic Lumber Company.	10 11 66 3 9 46	Company Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co Himmeiberger-Harrison Lumber Company	00	Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Natrzik, J. J Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co Putnam Veneer and Lumber Co	10 8	LUMBER INSURANCE.  Central Manufacturers' Mut. Ins. Company	
Wistar, Underhill & Nixon Wood-Mosaic Company Yeager, Orson E Young, W. D., & Co POPLAR. Anderson-Tully Company Atlantic Lumber Company Day Lumber & Coal Company	10 11 66 3 9 46 47	Company Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co	00	Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Natzik, J. J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co Putnam Veneer and Lumber Co Rayper, J	10 8 65 5	LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance	
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Wistar, Underhill & Nixon. Wood-Mosaic Company. Yeager, Orson E. Young, W. D., & Co. POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co.	10 11 66 3 9 46 47 47	Company Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johns-Mowbray-Nelson Co Johnson-Tustin Lumber Co Johnes & Dunn	47 5 7 51 47 9 49	Knoxville Veneer Company  Louisville Veneer Mills  Memphis Veneer & Lumber Co.  Natzik, J. J.  Ohio Veneer Company  Palmer & Parker Company  Penrod Walnut & Veneer Co  Putnam Veneer and Lumber Co.  Rayner, J  Rice Veneer & Lumber Company  Stolle Lumber & Veneer Co  Underwood Veneer Company.	10 8 65 5 65 44 64	Simonds Mfg. Company  LUMBER INSURANCE.  Central Manufacturers' Mut. Ins. Company  Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company  Lumber Mutual Fire Insurance Company  Lumbermen's Mut. Ins. Co	
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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

#### **EMPLOYES WANTED**

#### A HIGH-CLASS SALES MANAGER

wanted for hardwoods and white pine. Must have personal experience in grading and knowladge of the eastern market. A man of like experience to be located in Michigan. Address

"Box 128," care Hardwood Record.

#### HELP WANTED-MALE

In woodworking plant. Detail man, who can estimate lay-out, bill, etc., from plans and specifications in general woodworking plant.

O. M. WEBER CO., INC., North Wales, Pa. (Near Philadelphia).

#### EMPLOYMENT WANTED

#### WANTED

position by first class Hardwood Lumber Inspector. Can handle yard and men. A1 references given. Address

"BOX 129," care Hardwood Record.

#### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

#### **LOGS WANTED**

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WANTED-WHITE ASH LOGS

100 cars good White Ash logs 8" and up in diameter, 8' and up long. Will inspect at shipping point and pay cash.

THE LAFONTAINE HANDLE CO. Decatur, Ind.

#### LOGS FOR SALE

#### FOR SALE—BLACK WALNUT LOGS

10" and up in diameter and 6' and up long. J. W. DELK, Leon, Iowa.

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES.

Timber estimates, surveys, maps and detailed reports as to actual stand, quality and logging conditions.

THOS. J. McDONALD, Forest Engineer.

East Tennessee Bank Bldg.,

Knoxville, Tennessee.

#### TIMBER FOR SALE

#### \$15,000,000,00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE. Timber Dept., Janesville, Wisconsin.

#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 feet. For further particulars address

TENNESSEE HARDWOOD LBR. CO., Nashville, Tenn.

#### LUMBER FOR SALE

#### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the Racoro. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

#### FOR SALE

50 M It. 8 4 No. 1 common Hard Maple. 35 M ft. 8/4 No. 2 common Hard Maple. 60 M ft. 8 4 No. 3 common Hard Maple. We can quote low prices on this stock. SCHUERMAN LBR. CO., LTD., Saginaw, W. S., Mich.

#### FOR SALE.

Car %" Qtd. White Oak, common & better. Also car wide 1/20" sliced Qtd. Oak Veneer. Both bargains.

H. C. HOSSAFOUS, Dayton, O.

#### FOR SALE-BEECH.

50 M ft. 4/4" No. 2 Common & Better Beech. 100 M ft. 5/8" No. 2 Common & Better Beech. Very fine stock.

DUHLMEIER BROTHERS, Cincinnati, O.

#### WANT TO GET IN TOUCH WITH

consumers of Black Walnut lumber in Ohio, Pa. N. Y., N. J. J. M. WHITE, East Waterford, Pa

#### **DIMENSION STOCK WANTED**

#### WANTED-DRY OAK SQUARES.

1 car 1½x1½x26, 28 and 30", mostly 26", 1 car 1½x1½x30", 1 car 1½x1½x30", 1 car 2x2x30", 1 car 2x2x30", SICKLESTEEL LUMBER CO., Detroit, Mich.

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1"x1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

#### DIMENSION STOCK FOR SALE

#### POPLAR FOR SALE

2 cars 4/4 18" & up Panel & Wide No. 1. 2 cars 4/4 13" to 17" Poplar Boxboards. 2 cars 4/4 7" to 17" 1st & 2nds Poplar. 2 cars 4/4 Saps & Selects Poplar. 20 cars 4/4, 5/4, 6/4 & 8/4 No. 1 Com. & Better

Poplar.

Anyone interested in any of above stock, write us for delivered or f. o. b. mill prices and de-

scription of stock.
ODEN-ELLIOTT LBR. CO., Birmingham, Ala.

#### TIMBER LANDS WANTED

#### WANTED

Timber tracts from 300 acres to 1,000 acres; must be virgin timber and located not more than 5 or 6 miles from a shipping point.

ALLEN & STODDARD, Groton, N. Y.

### TIMBER LANDS FOR SALE

#### FOR SALE-18,193 ACRES

timberland in St. Landry Parish, La. 76,770,000 feet of timber. Land subject to cultivation after timber is removed. For particulars apply to J. E. DUNLAP, Plaquemine, La.

#### 2,150 ACRES HARDWOOD TIMBER

in Mississippi. New railroad, short haul, low rate.  $\mathbf{W}_{\mathbb{R}}(\mathbf{L}, \mathbf{ARCHIBALD}, \mathbf{Oxford}, \mathbf{Miss}.$ 

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

#### MACHINERY FOR SALE

#### FOR SALE

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Attractive prices will be made on either the clamps or continuous jointers as we want to turn them into cash.

For particulars write the

LINDERMAN MACHINE CO., Muskegon, Mich.

#### FOR SALE

Two Portable Sawmills, 40 H. P. each. Each mill has butting saws and gang edgers, together with steam pump, which is large enough for ample fire protection. Also several 8-wheel log wazons, one heavy team of own cive voker. This material is in first-class condition and can be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Lynch, Manager, Johly Schrödelber LBR. CO., Georgetown, Miss.

#### LUMBER WANTED

#### WANTED TO BUY

Three cars 2x2x18" White Oak Squares.

DUHLMEIER BROS., Cincinnati, Ohio

#### WE BUY CHERRY

In every thickness and grade. We pay cash Advise what you have. Will place orders for 116" for future delivery...

THE CHERRY LUMBER CO. St. Bernard Sta., Cincinnati, O

#### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of Wandwood Exc-OND. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

#### MISCELLANEOUS

WANTED—HARDWOOD LUMBERMEN—to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterpoof paper with carbon backs makes tailies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns.

HARDWOOD RECORD,

537 So. Dearborn St., Chicago.

### GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4½x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the Inspecior to retain triplicate, and forward waterproof to the paper of the paper of the water o

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



#### PRICE LIST

Aluminum Tally Covers, each . \$1.00
Aluminum Tally Covers, perdozen . 10.00
Patented triplicate Tally Tickets (stock form)
Single sheet manila (stock form) Tally Tickets, perl,000
Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns,

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

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### E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187



B. Nettleton III Fisher Bulle



### MAKE BOX SHOOKS

### LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste

The Peter Gerlach Co., Cleveland, O.

If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

> it will pay you to find out about the Hardwood Record's

#### BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him.

Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

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(Bulletin Dept.)

537 So. Dearborn St., CHICAGO



### AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

#### HARDWOOD RECORD

537 South Dearborn St.,

Chicago, Illinois













### Lumber Dried As Never Before

GRAND RAPIDS DRY KILN GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



### SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

### Kiln Truck



We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

> Always a large stock of material on hand. Can make prompt shipment.

The National Dry Kiln Co. Indianapolis, Ind.





STEAM WATER SUCTION

**EXTRA QUALITY** 

Recommended for hard service and guaranteed to do the work

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THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Werks)

307 W. Randolph Street, ESTABLISHED 1882

RUBBER CO.

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### "Ideal"

### Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

### The I. Stephenson Company

WELLS, MICHIGAN

FORMAN'S FAMOUS OAK FLOORING

Is made in faultless fashion from the most uniform-colored and even-textured oak produced: worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Ky., sawmills.

### Thomas Forman Company

### Von Platen Lumber Co.

Iron Mountain, Michigan

MANUFACTURERS OF

#### BIRCH BASSWOOD ELM MAPLE

150 M ft. 6 4 No. 2 Com. & Better Maple. 200 M ft. 8 4 No. 2 Com. & Better Maple. 30 M ft. 12/4 No. 2 Com. & Better Maple. 12 M ft. 4x4 Hard Maple.

50 M ft. 6 4 No. 3 Common Basswood, 100 M ft. 8 4 No. 3 Common Maple,

100 M ft. 12 4 No. 3 Com. Maple,

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M.

### "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

### EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We are located in the center of the Grand Traverse Bay Region - famous for the quality of its Hardwoods

Capacity 20,000,000 feet annually

WRITE US FOR PRICES

### Scott & Howe Lumber Co.

Ironwood, Mich.

Medford Lumber Co. Medford, Wis.

Sales Office, Oshkosh, Wis.

We Have the Following Dry Hardwood in Shipping Condition:

1 car 5/4 No. 1 Com. Basswood 1 car 5/4 No. 2 Com. Basswood car 4 4 1st and 2nd Birch 10 cars 4/4 No. 3 Com. Birch

1 car 6/4 No. 2 Com. Birch 1 car 6/4 No. 3 Com. Birch 1 car 8/4 No. 2 & Better Soft Elm 5 cars 4/4 No. 1 Com. Hard Maple

5 cars 4/4 No. 2 Com. Hard Maple 5 cars 4/4 No. 2 Com. Hard Maple 5 cars 4/4 No. 3 Com. Hard Maple 5 cars 8/4 No. 1 & Better Hard Maple 2 cars 4/4 No. 2 & Better Soft Maple

WE INVITE INQUIRIES FOR PRICES FOR ALL KINDS OF BIRCH, BASSWOOD, HARD MAPLE, SOFT ELM AND BLACK ASH FOR SHIPMENT OUT OF CUT OF 1914.

### VENEERS AND PANELS

### Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

### Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

### Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

Wausau, Wis.

### For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

### VENEERS AND PANELS

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer



### PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

### B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

### **VENEERS**

Cut right; dried right; prices right

HUMBOLDT, . TENNESSEE

### BOAK VENEERS B

Sliced and Sawed Quartered and Plain White and Red Oak

Walnut Cherry Ash Maple Also Band Sawn Lumber in These Woods

Hoffman Brothers Company

FORT WAYNE, IND.

CIRCASSIAN

MAHOGANY

### Logs VENEERS Lumber

WE IMPORT

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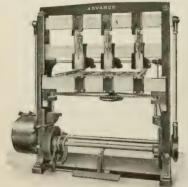
All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS, MICH.

### Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

### Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes, FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

SARANAC MACHINE COMPANY

BENTON HARBOR.

MICH., U. S. A.





## BUFFALO

The Foremost Hardwood Market of the East

ANTHONY MILLER

### HARDWOODS OF ALL KINDS

893 EAGLE STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash
OAK. ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street,

BUFFALO

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 ELK STREET

T. SULLIVAN & CO.

Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET YEAGER LUMBER COMPANY, Inc.

SPECIALTIES

Oak, Ash and Poplar

932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.







### A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

To the oak lumber manufacturer who accuunplates considerable oil lumber that can is so low that there's no money in it, there

pose of this lumber by making it up into oak flooring squares like the illustration.

These squares are jointed together without

### Linderman Automatic Jointer Gluer, Clamper and Sizer

The demand for these flooring squares is greatly in excess of the present output. Still there are several Southern manufacturers making these flooring squares.

One New York firm wants a good many car loads of the Linderman Flooring Squares. The prices it offers will net you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

With today for further information and squared to the exact width. A straight tongue and groove is then cut on the two sides and ends.

Write today for further information and we will give you the details of the market, manufacturing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

### Linderman Machine Company

MUSKEGON, MICHIGAN

New York City

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Vansant, Kitchen & Yellow Por 5-8 and 4-4 in Wide Stock. Specialty

Manufacturers Old-Fashioned

**Poplar** Company

Ashland, Kentucky

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### Little River Lumber Company TOWNSEND. TENN.

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

### Bargains in Rotary Cut Stock

1/30" to 5/16" Thick

WE HAVE IN OUR WAREHOUSES AT BURNSIDE AN ACCUMULATION OF CUT DOWNS IN ROTARY CUT STOCK, IN ALMOST ALL STANDARD THICKNESSES. AND WILL OFFER THEM, SUBJECT TO PRIOR SALE, AT VERY LOW PRICES

For Particulars Address

CHICAGO VENEER CO., Inc. Danville, Ky.

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR QUARTERED OAK PLAIN OAK CHESTNUT BASSWOOD

SPECIALTY QUARTER SAWED WHITE OAK

Coal Grove, Ohio, U.S. A.

LUMBER CO

# FINAL ROOM

Nineteenth Year, Semi-Monthly.

CHICAGO, MARCH 10, 1914

Subscription \$2. Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

We are prepared to ship promptly on receipt of order

### Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson Mcllvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

### Memphis Band Mill Co.

Wholesale Manufacturers

### **LUMBER**

### **Special Stock for Quick Shipment:**

Write, wire or telephone us for prices, also for quotations on other Hardwoods

We Manufacture Our Own Lumber and Our Trade Mark Is QUALITY

**Memphis** 

**Tennessee** 



### Cartier = Holland Lumber Company



### Special List Stock for Furniture Trade

75,000' 4/4 Sel. Fnd Dried Winter Cut White Maple 20,000' 8/4 No. 1 Com. & Btr. Unselected Maple

14,000' 4/4 Log Run Michigan White Oak

30,000' 4/4 Log Run Michigan Soft Elm

46,000' 6/4 Log Run Soft Maple 100,000' 4/4 Log Run Beech

20,000' 6/4 Log Run Beech

50,000' 8/4 Log Run Beech

#### CRATING STOCK

275,000' 4/4 Mixed Widths and Lengths Pine Crating

1,200,000' 1x4" White Pine Crating

150,000' 4/4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood

RFMEMBER, We perform whatever mill work you require. The 8-4 Maple mentioned above runs 85% 1sts and 2nds.



Michigan Trust Building Grand Rapids, Mich.



Mill: Ludington, Mich.



### BASSWOOD

We Offer for Prompt Shipment

1	x	4 Clear Strips100	M
1	x	6 to 11" 1's and 2's 34	M
1	x	3 No. 1 Common 30	M
1	x	4 No. 1 Common	M
1	x	5 No. 1 Common	M
1	x	6 No. 1 Common 90	M
4	/4	No. 1 Common	M
4	/4	No. 2 Common 50	M
4	/4	No. 3 Common	M

February 13, 1914

### COBBS & MITCHELL, Inc.

Sales Department

CADILLAC

MICH.

### Mitchell Brothers Co.

Dry Stock List

### CADILLAC GRAY ELM

Cadillac, Mich.

Feb. 13, 1914

4/4	Cadillac Gray Elm 15 & 25100 M
4/4	Cadillac Gray Elm, No. 1 Common100 M
4/4	Cadillac Gray Elm, No. 2 Common100 M
12/4	Cadillac Gray Elm, 1s & 2s 5 M
4/4	White Manle, end dried (clear) 10 M

#### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

### W. D. YOUNG & CO.

MANUFACTURERS

### FINEST MAPLE FLOORING

MATCHED OR JOINTED POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

BAY CITY,

22

MICHIGAN

THE

### Kneeland-Bigelow Company

Hardwood Manufacturers

150,000 ft. 6/4 No. 2 Common & Better Beech

12,000 ft. 10/4 No. 1 Common & Better Basswood

50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.





OUR DOUBLE BAND MILL-HUTTIG, ARK.

### Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin Southern Hardwood timber.

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

Wisconsin Lumber Company Harvester Bldg. CHICAGO



### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

our Booklet tells all about Hardwood Floering and how to care for it—also prices—and is free.

### The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

### Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.

### HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

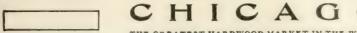
### FLANNER-STEGER LAND & LUMBER CO.

WANTED-TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD 4 CARS 3" ROCK ELM BRIDGE PLANK 800,000 FEET NO. 3 HEMLOCK 100,000 FEET 4/4 BOX COMMON BIRCH

SEND US YOUR INQUIRIES

MILLS: BLACKWELL, WISCONSIN GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.



THE GREATEST HARDWOOD MARKET IN THE WORLD

### VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African

ENGLISH BROWN OAK CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white. GUM, figured and plain. MAPLE, bird's-eye and plain. POPLAR, BIRCH, ELM. BASSWOOD, YEL, PINE LUMBER

MAHOGANY. CIRCASSIAN WALNUT. AM. (Black) WALNUT. RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

For faces, centers, backs, cross-HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

banding and bottoms.

#### CIRCASSIAN WALNUT AMERICAN

R. S. BACON VENEER CO.

Veneer Mill and Warehouse

213 N. Ann St. . : : CHICAGO

#### WE HAVE

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM,
MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED
HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES WRITE US ABOUT IT

J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

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### Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm. Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building, -

'PHONE HARRISON 1984

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SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

SAVE YOUR MONEY BY USING THE

### K Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as

the authority on the lines it covers.

A well organized Collection Department is also operated and the same is eyen to you. Write for terms.

#### ESTABLISHED Lumbermen's Credit Assn., 1878

108 Se. Dearborn St. CHICAGO

Mention This Paper,

116 Nassau Street NEW YORK CITY

CHICAGO

### CHOICE BIRCH AND MAPLE—10.500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

### KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

### VESTAL LUMBER AND MANUFACTURING CO. KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
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We Want Orders for the following Dry Stock: WHITE OAK-Plain or Ouartered.

RED OAK—Plain or Quartered.

CHESTNUT

BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

### Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods
OAK OUR SPECIALTY

### "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

### What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD.

CHICAGO, ILL.



ENGINE PULLS SPACK
ENGINE PULLS SPACK
REQUIRED
LIGGERWOOD, M. P. G. C.

LOGS AT MILL AT LOWEST COST

CABLEWAY 1013 DDER
HIGH SPEED RETURN.
SKIDS DWNHILL & WELL UPHILL

icuyo Soattle Canada Canadian Allis-Chalmers LH New Orleans-Woodward Wight & Co. H.



### Lumber Dried As Never Before

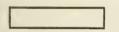
SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN
GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



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AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.



### CINCINNATI

THE GATEWAY OF THE SOUTI

### YOU

Are making a MISTAKE if you do not try our Plain Oak, Quartered Oak and Poplar.

25,000,000 feet of all grades and thicknesses on hand AT ALL TIMES.

For texture, color and manufacture it cannot be excelled.

### The Mobray & Robinson Company

Quicksand, Ky. Viper, Ky. West Irvine, Ky. MAIN OFFICE CINCINNATI, OHIO YARDS
Cincinnati. O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

### RED GUM

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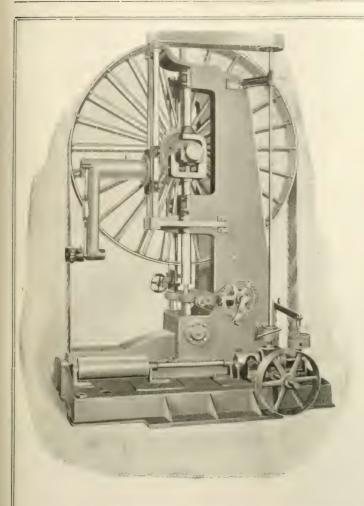
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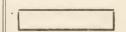
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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

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No. 10



### Review and Outlook



#### General Market Conditions

TWO FACTORS HAVE SERIOUSLY MILITATED against favorable developments in connection with the lumber business in general. One is the continued hesitancy of the railroads on account of the postponement of the requested five per cent increase, and the other is the horrible weather conditions which have prevailed all over the country for several weeks past. This inclement weather has been felt by business in general and naturally the lumber business has been one of the most serious sufferers. Factories have been shut down, building construction suspended, shipments tied up and the general trade has been pretty much demoralized. In fact, considering the peculiar winter which we have passed through, and its persistent following along into the spring months, it is no wonder that the lumber trade has not been as brisk as had been expected.

The business situation in general is maintaining about the same status that has been in evidence for some little time. There is gradually developing a strengthening of confidence in all lines, with, however, continued tightness in the money situation. The result has been slow collections. In fact, one big concern in Chicago says that up to a couple of weeks ago bankers have been compelling it to pay seven per cent, and have only come down to a more favorable level within that period. The railroads have also been mighty slow pay. This, of course, has had its own effect on business conditions, but as suggested, the most serious factors have been the continued absence of the railroads from the buying field, and the very serious weather conditions

As to the first of these factors there is very little hope for any material change for some months to come. The discussion as it has developed at Washington has brought out factors which make it uncertain which way the Interstate Commerce Commission's decision will go, and it is a certain thing that the railroads will not become active buyers until the question is decided one way or the other. Therefore, it remains to be seen whether they have been basing their claims on false statements or not.

As to the second factor. It is reasonable to suppose that a more favorable condition as to weather will make itself felt within a short time. The result of this will be an opening up of building construction, resumption of normal transportation conditions, further activity on the part of the factory trade, and a generally more favorable tone in the business situation. The lumber business of course is one of the first to feel the results of bad weather, and such effect upon that business is probably more serious than in any other line.

There is very little change so far noted in the export situation, although reports from abroad indicate that on account of curtailment in shipments of late, in some cases this curtailment having affected

seventy-five per cent of the normal shipments, the stocks generally abroad are being somewhat cut down. This, of course, does not hold good in all cases, but is probably true on a general basis. The promise is that on account of this curtailment the situation will shortly improve, and normal shipments, with a fair level of prices, will prevail.

In the Liverpool market there is a continued over-plus of stocks on hand, and the consignment shipments are continually in evidence with their usual serious results, but on the whole a more favorable indication can be expected from abroad within a reasonable period.

Up to a short time ago northern operators in hardwoods had practically given up hopes of getting out any kind of a normal production this year on account of absolute absence of possible logging conditions. In fact, it was predicted that in some cases the production would be cut down to twenty-five per cent of normal. However, during the last month-and-a-half the condition has very materially changed, and with excellent logging conditions, a very fair quantity of logs has been gotten in. Wood crews have been sent back into the woods and all operations are being pushed to the utmost, and the result will be that while stocks will be considerably below normal, there will be a good quantity of northern hardwoods gotten out. As a proof of the fact that the situation as regards northern hardwoods will be strong this year, many of the northern mill owners have already sold out their entire cuts.

With the rather less desirable condition prevailing in connection with the southern hardwoods, this northern situation can be viewed with satisfaction. The conditions will probably dovetail into each other with the favorable result to the hardwood trade in general.

Reports from the Memphis territory indicate that logging conditions are excellent for the most part there, and that there will be a good run in mills around Memphis and the Delta territory. However, there has been no report of any great over-plus of southern stocks as yet, or at least there is no indication that there is any over-plus, which will have a tendency to result in the general breaking of the market. Of course, this does not mean that there has not been pricecutting, but these have as a general thing resulted from accumulations on the part of concerns who were desirous of turning over their stocks quickly, being in need of immediate funds. These cases, however, are isolated, but have had their effect upon the average market. As a general thing, large stocks continue to be held by strong concerns who continue to refuse offers below what they think the items

There has been a very apparent increase in the inquiry all over the country for all items of hardwoods. This does not mean that actual buying his increased, but indicates that the buyers have come to realize that there is a probability of prices going up materially in the near future, and they are using this means of feeling out the

trade to find out exactly just what the situation is and what the prospects are for the immediate future.

As stated before, responsible producers have refused orders for large lots for future shipments, and this feeling out is probably to determine whether these refusals will continue. It, however, is a good indication and unquestionably predicts that buyers realize the necessity of stocking up in the near future. If this were not so, they certainly would not take the trouble to even feel out the market.

An illustration of the present trend of buying is seen in the case of a large veneer concern which maintains a constant stock, adequate to meet all orders for immediate shipment that might come in. It is not the usual policy as prevails in the veneer business, and this concern has made a specialty of orders of this kind. It keeps an enormous stock of veneers in its warehouses, and states that while the veneer business in general has not been in any too good condition for some little time, its business has been maintained on a better level during the easing up of the general veneer situation of late than it has ever attained before, which of course, is conclusive proof that the majority of the orders for veneer stock have been for immediate shipment and of a moderate size.

Generally speaking, continued optimism reigns in all lines, and there is certainly every indication that the return of spring weather, accompanied by the opening up of building and other operations, will see the situation shaping up into a much more favorable condition.

#### The Cover Picture

A FREAK OF THE FOREST forms the central figure of the cover picture which illustrates this issue of HARDWOOD RECORD.

Two venerable trees, a sycamore and a red oak stand side by side, and one of the oak's large limbs is firmly grafted into the body of the sycamore. The limb which joins the two trees has sent out no branches, but apparently it is wholly oak, and receives no sap from the sycamore. The photograph was recently made on Lick Creek, Madison County, Indiana, by Huron H. Smith, of the Field Museum of Natural History, Chicago.

The two trees are vigorous and seem good for a century more, at least, if left to the course of nature. It may be observed that the two trees lean away from each other. That is not due to an accident, but illustrates a law of vegetable growth, that plants will incline toward the light. The shade of each tree repelled the other. It is a force which has been acting since the trees were seedlings, as is evidenced by the regular angle which measures their separation. Had they grown in a forest so dense that there was no more light on one side than on the other, the chances are that they would have grown side by side, with no tendency to lean away from each other.

The process by which the oak limb became grafted into the sycamore's trunk is a matter for speculation. It is doubtful if it is a true graft, with an exchange of sap between the two trees; but probably resulted in another way. Perhaps the oak limb, when both trees were small, lay across the sycamore's trunk and the wood gradually grew over it and cut off the circulation of sap beyond, causing death to that portion.

The remarkable thing is that the stub of the oak limb should remain alive so long after wholly deprived of its leaves. Usually, if a limb is cut off some distance from the trunk, and no sprouts come out, the stub will die. That is because no sap can circulate through it. Leaves stimulate, if they do not wholly cause, the movement of sap. Deprive a tree of its leaves, as when caterpillars defoliate it, and it will surely die, if the defoliation is repeated a few times.

The stub of the limb connecting the two trees in the picture has had no leaves for many years, yet it is alive and apparently it has grown about the same as other portions of the tree which have retained their leaves. The tree food (sap sent down from the leaves) which has caused the stub's growth, evidently has made its way into the stub from the trunk of the oak. It has gone upward from the trunk into the stub, which is contrary to the usual movement which is from the leaves downward through the twigs and along the limbs to the trunk.

Be that as it may, the living limb connecting the two trees of different species, is something more than a curiosity. It involves, if it does not controvert, some of the commonly-accepted principles of plant growth.

#### Outlook for Veneers

I NQUIRIES sent out the first of the year by Hardwood Record have brought replies from hundreds of prominent users of veneers in this country, as to how their demands for stock this year will compare with last. The replies have been tabulated and analyzed. Taken as a whole their tone is decidedly one of encouragement. Most of the manufacturers expect to use more veneer stock the coming year than in the year recently closed. The indicated increase is not large in every instance, but the tendency is upward and there is general hopefulness. The woods which show the largest increase in requirements are oak, mahogany, basswood, red gum, Circassion walnut, birch, and chestnut. Increase in a smaller degree is indicated for yellow poplar, black walnut, ash, and maple.

It is the tendency rather than the actual increase that is the chief encouraging feature. "Faith without works is dead" holds as true in the veneer business as anywhere else. The users not only have faith that business will be better, but they convert their faith into the works by preparing to do more business. A mere desire for better things will not necessarily amount to anything, since the desire is ever present; but expectation is a positive force in causing things to happen, and the users of veneers unquestionably have the requisite expectation at this time.

#### Example of Overproduction

THE ANNOUNCEMENT IS MADE that the lumber cut in Washington and Oregon in 1913 aggregated 7,769,000,000 feet board measure. This is an estimate based on statistics of the logs cut last year in those states, returns for which have been compiled. The statistics were collected by the state foresters of Washington and Oregon, cooperating with H. B. Oakleaf of the United States Forest Service. It is not apparent that the government has authorized any report concerning the Iumber cut in those states in 1913; but the above figures have been published by the West Coast Lumberman, at Seattle, and it is assumed that they are approximately correct.

The cut of lumber in the two states in 1912 was 6,016,000,000. The 1913 cut is twenty-eight per cent larger. This does not look much like curtailment of output, about which there has been so much talk. It does not resemble a halt in production until the markets can work off accumulated supplies, thereby permitting prices to recover. It is well known that there are sawmills enough in the country, and timber enough, to increase the lumber cut to proportions larger than any past year has shown, not excepting the banner year of 1907; but the business judgment of lumbermen generally has been that it would simply demoralize the market to overload it, and that loss and hard times would follow.

The Pacific coast lumbermen do not seem to fear overproduction, if their sentiments may be deduced from their actions. They do not expect to use any great quantity of their lumber at home, but count on selling it east of the Rocky Mountains and in foreign countries. It doubtless suits them very well when eastern mills hold down production; for it affords a chance to run western lumber in. There are some people, however, who may question the correctness of the ethics of the western lumbermen who increase their cut while the millmen in the East and South act on the theory that the good of all will be conserved by holding down the output until business conditions improve.

It looks as if the eastern and southern lumbermen have been left "holding the sack" for the western "snipe-hunters."

#### Apparently an Opportunity

THE GENERAL MANAGER of a big southern corporation which turns out a great deal of gum recently made the observation that, in his opinion, it would pay gum manufacturers to organize

a remanufacturing plant of their own, which would not only guarantee gum trim being put in first-class shape, but would eliminate the possibility of unfair prices being asked for this class of commodity. This man said that he had recently been talking with the head of a Chicago concern which makes a business of contracting for the furnishing of the material for interior finish. The lumberman said he had asked the interior finish man why he did not devote some attention to gum. The reply was that there was no apparent logic in doing so when he could give satisfaction with other woods at much lower prices.

He stated that in Chicago he would have to pay in the neighborhood of about \$80 for red gum trim, whereas he could secure other satisfactory woods for Duch better figures. The lumberman made the observation that there is a vast difference between this \$80 and the approximate figure of \$28 which would be realized by the lumberman for the material which he furnished to the trim manufacturer.

The first suggestion, however, is the most desirable one, and it really seems that the idea is excellent, although, of course, there will be wrinkles which would have to be ironed out before it could be put to practical application. The purpose of such a factory should not be to disrupt the market and to enter into any unfair competition with already well established interior finish plants, but would be, on the other hand, as suggested, merely that the advocates and manufacturers of red gum should have a dependable medium through which to market their wood to the consuming trade, and be absolutely assured of perfect attention. The prime object would be a sort of advertising proposition for red gum. That is, by insuring a perfect product and perfect installment and care, the real possibilities of the wood would be more adequately brought out.

Of course, such an organization could not attempt to arbitrarily undersell the goods of old, established concerns, for obvious reasons, Nevertheless, there is no reason why such a plant could not be made a paying proposition, purely from a direct business standpoint. In addition, its direct value to gum manufacturers should be very considerable.

#### In Lieu of the Five Per Cent Increase

PROMINENT HARDWOOD MAN has made a suggestion in connection with the argument, pro and con, regarding the proposed five per cent increase in general freight rates. He suggests that the railroads can better recoup their losses, if they are sustaining losses, or can increase their revenue by earning that increase through a limited time service, charging ten per cent bonus over established rates on a regular form schedule for freight service. For instance: He says that if a railroad will guarantee to deliver a car on an unloading track at Detroit or Chicago in six days or less from Cincinnati, it would earn this bonus, and that in case of failure to do so only the present rate would be assessed.

This lumberman avers that two-thirds of the shipments could be sent on this quick-service plan, and that the returns to the railroads would more than compensate for any shortage in rates which they might reasonably claim.

It is, of course, impossible to state whether or not the idea is based on sound and substantial facts, and whether it would actually work out in practice. It is unquestionably a fact, however, that an express freight service for all freight shipments would be welcome and would actually be used a great deal if it could be maintained on an efficient basis. It is a question as to whether or not shippers would be willing to pay as high a bonus as ten per cent, except in unusual cases.

HARDWOOD RECORD does not suggest that this matter be gone into thoroughly in connection with the discussion of the proposed increase, but merely presents the idea as an offering from one of its subscribers.

#### One Line of Development in the South

O N VARIOUS OCCASIONS HARDWOOD RECORD has observed that it would be entirely logical for woodworking plants to establish themselves in various parts of the southern hardwood producing territory. HARDWOOD RECORD has argued that there is no logical reason for shipping the products of the forests north in raw state under the heavy freight rate, remanufacturing them into various lines of finished articles and paying an additional freight item to get them back into the rapidly developing southern market again. It has called attention to this particular circumstance in connection with the manufacture of mahogany into various lines of high-grade furniture, and the possibilities for such manufacture in New Orleans and other southern sections.

It has been particularly gratifying to note the rapidity with which this condition is developing throughout the entire South. Practically every week there is a notice of the incorporation of some kind of woodworking factory in the heart of some big hardwood producing center in some southern state. Thus it would seem that the proposition is working out to an entirely logical conclusion.

The woodworking man has come to the conclusion that he could not profitably import his raw material, remanufacture it and ship it south again on a basis that would be entirely satisfactory. He has further realized the rapidly developing possibilities in the developing markets of the South itself, and the chances for establishing a satisfactory trade direct through removing his operations, or reestablishing himself in some prominent center in the Southland.

These new enterprises cover all sorts of endeavors under the general woodworking head, and give conclusive proof that the woodworkers are alive to their opportunities and that the southern market as it exists today is offering some unusually good opportunities in the way of developing trade.

#### Wood's Place in Building

S A BUILDING MATERIAL wood has a place which no sub-A stitute can fill as well. No one claims that for all kinds of buildings wood is the best, nor that it is suitable for all structures; but there are many places which nothing else can fill so well as wood.

The Chicago Record Herald of March 1 contained a long article in which wood was unfairly knocked. The article's tone, argument and conclusion indicate that it was written in the interest of brick manufacturers. Prospective builders were advised to use brick, because they are asserted to be more durable than wood, and because the upkeep of a brick house is less than of one built of lumber.

The reasoning overshoots the mark. A brick house may stand longer than one of wood, but even that will not hold in all cases. The walls of many a brick building crack, sag, crumble, and become unsightly, while those of a wooden house hold their own. It is largely a matter of solidity in building and care afterwards. There are wooden buildings in this country about as old as any of brick, and they look fully as well. There are many frame houses in New England dating long before the Revolution, and they are good yet, and instead of deteriorating with age they have become more venerable and more attractive. The Hancock house at Lexington, Mass., and the house at Concord with the bullet holes in the walls, made April 19, 1775, are examples. There are scores of others.

But durability is not the only point to consider in building a residence. It is not the chief point. Few men build a house with the idea that it will be sheltering somebody one hundred or four hundred years hence. They build for themselves and for use during their own lives and their children's lives, perhaps; but what interest have they in erecting a landmark for some future archaeologist to examine? If that is the purpose, why not construct a heap of earth, as the mound builders did? It is admitted that an earth mound will long outlast wood, brick, or even stone.

That is not, however, entitled to consideration as serious argument. Houses are built for present use and for a reasonable time in the future. With this object in view, no material equals wood, within certain proper limits, and those limits are pretty broad. Wood has a beauty which other materials cannot approach. It is capable of infinite variety. It will conform to tastes. It satisfies where dull. monotonous brick walls only irritate and aggravate. It is a finish for the outside and within. Its soft colors appeal like the tones of a Persian rug. The influence can be felt, can be appreciated, can be enjoyed, but cannot be described.

These are some of the objects in view when a man builds his residence of wood. He may be a little selfish in not caring much about what is going to happen in three hundred years; but he does care what is going to happen while he lives and while he and his faintly occupy the house. He builds it to use to enjoy. He constructs semething which he knows will be satisfactory. If he is able to stane the expense, he may include his tastes with the richest woods of the tropics, and combine colors without number; but if his means are moderate, he still has the pick of the wealth which this country's forests afford. A wooden house may be cheap enough for any man, or expensive in the highest degree. Enough carving may be put on a single panel to pay for the brick to build a flat.

The argument which is advanced to the effect that builders should use brick because that material will not burn is without much merits of far as residences, particularly suburban residences, are concerned. If a fire starts in a brick house the building is apt to be ruined. How much better is it to have a few cracked and blackened walls left standing after a fire than to have a frame house completely consumed? The fire risk has some weight in city blocks, where fires are apt to spread into conflagrations; but the argument loses nearly all of its force when applied to the isolated house. It is even overworked in the city block, for slow-combustion structures of wood have many a time proved superior to steel and concrete.

References to buildings of brick and stone in countries across the sea are poor arguments against the use of wood in this country. It would be as appropriate to cite the bark clothes of the Papuans as an argument against the use of wool cloth in this country. The Europeans use so little wood because they have so little. When they had plenty they used much; and there are wooden houses in England now standing and in good condition that are not only three times as old as any brick house in America, but older than any brick building in England.

#### Gifford Pinchot's New Book

A NEW BOOK has been written by Gifford Pinchot, and published by the J. B. Lippincott Company, Philadelphia. It is a small volume and can be read in two hours, but the reader will likely pick it up again from time to time and spend several other hours with it. The title is "The Training of a Forester." It is important that the title be clearly understood; otherwise some might infer that the book is a treatise on forestry. It is not that. Its subject is the forester, not the forest. Its reading is worth two hours of the time of any business man who deals with men—who gives orders or takes orders.

Gifford Pinchot was formerly United States forester. While strictly speaking, he was not the founder of the Forestry Bureau of the Government, he was its organizer and builder. He took it when it amounted practically to nothing, and made it one of the most efficient machines for the transaction of business that has ever existed anywhere. He was a marvelous organizer. He gathered about him a corps of men who were able to work with the minimum of "lost motion." He would not permit a man to do what a cheaper man could do as well. He demanded that every man put his efforts into the highest-class work he was capable of doing, and to waste no time with details which he could leave to another. Theodore Roosevelt on more occasions than one publicly acknowledged his indebtedness to Pinchot for suggestions, ideas, and plans.

The book just published deals with the training of a forester, but much of it applies equally well to the training of any other business man. Of the forestry student Mr. Pinchot says: "To stand well at graduation is or ought to be far less the object of a forester's training than to stand well ten or twenty years after graduation." Students of things other than forestry could profit by remembering that suggestion.

The following quotation from the book will appeal particularly to lumbermen: "The forester cannot succeed unless he understands the problems and point of view of his country, and that is the reason why foresters from other lands were not brought into the United States in the early stages of the forest movement. At that time practically no American foresters had yet been trained, and the great need of the situation was for men to do the immediately pressing work. Foresters from Germany, France,

Switzerland, and other countries could have been obtained in abundant numbers and at reasonable salaries. They were not invited to come because, however well trained in technical forestry, they could not have understood the habits and thoughts of our people.'

Speaking of men generally, the author says: "In my experience, men differ comparatively little in mere ability, in the quality of the mental machine through which the spirit works. Nine times out of ten, it is not ability which brings success, but persistence and enthusiasm, which are usually, but not always, the same as vision and will. We all have ability enough to do the things which lie before us, but the man with the will to keep everlastingly at it, and the vision to realize the meaning and value of the results for which he is striving, is the man who wins in nearly every case."

The spirit in which a man should go into a good fight and stay in it is thus spoken of: "It is inevitable that the forester must meet discouragements, checks, and delays, as well as periods of smooth sailing. He should expect them and be prepared to discount them when they come. When they do come, I know of no better way of reducing their bad effects than for a man to make allowance for his own state of mind. He who can stand off and look at himself impartially, realizing that he will not feel tomorrow as he feels today, has a powerful weapon against the temporary discouragements which are necessarily met in any work that is really worth while. Progress is always in spirals, and there is always a good time coming. There is nothing so fatal to good work as that flabby spirit under which some weak men try to hide their inefficiency—the spirit of 'What's the use?''

The point of contact between the forester and the men with whom he must deal is thus explained: "The practical men with whom the forester must do his work—lumbermen, cattlemen, sheepmen, settlers, forest users of all kinds—are often very much his superiors in usable knowledge of the details of their work. Their opinions are entitled to the most complete hearing and respect. There is no other class of men from whose advice the forester can so greatly profit if he chooses to do so. He is superior to them, if at all, only in his technical knowledge, and in his broader point of view which he has derived from his professional training. It is of the first importance that the young forester should know these men, should learn to like and respect them, and that he should get all the help he can from their knowledge and practical experience.

The following quotation is one in which most men of large affairs will agree with Mr. Pinchot: "There is no more valuable subordinate than the man to whom you can give a piece of work and then forget about it, in confident expectation that the next time it is brought to your attention it will come in the form of a report that the thing has been done. When this master quality is joined to executive power, loyalty, and common sense, the result is a man whom you can trust. On the other hand, there is no greater nuisance to a man heavily burdened with the direction of affairs than the weak-backed assistant who is continually trying to get his chief to do his work for him, on the feeble plea that he thought the chief would like to decide this or that himself. The man to whom an executive is most grateful, the man whom he will work hardest and value most, is the man who accepts responsibility willingly, and is not continually under his feet. But the wisdom of letting a good man alone is no less commonly understood. It is sometimes as important for the superior officer not to worry his subordinate with useless orders as it is for the subordinate not to harass his superior with useless questions. Let a good man alone. Give him his head."

It is now announced that by a process of shredding, boiling and treatment of refuse with chemicals, a Frenchman has succeeded in producing artificial wood which gives good results as planks, beams, laths, mouldings, etc., of various sizes and shapes. The material is worked like natural wood and is said to be especially adaptable to the manufacture of match stems.



# Walnut Is Coming Back



in turning out this

particular character

of furniture, and he

has taken a chance

on making up this

style in mahogany.

It really seems a

pity that he has

been forced to labor

under this impres-

sion, as it is unques-

tionably a fact that

sufficient walnut is

available to take

care of all his re-

quirements, and then

leave plenty over for

next year. Thus, if

he had been closely

conversant with con-

ditions as they actu-

ally are, he would

have turned out an

article in getting out this particular

style of product

which would have

It is interesting to observe, in watching the gradual changes which constantly are taking place in the manufacture of various styles and types of furniture, the direct reversals of demand which become apparent from time to time, loth as to style and as to raw material going into such lines of manufacture. The fickle consumer, who is probably egged on by the ambitious manufacturer, that gentleman being anxious to stimulate trade by creating a reason for buying new furniture, constantly demands something different.



VISUAL EVIDENCE THAT PHERE ARE STILL SOME OF THE SO-CALLED OLD-FASHIONED WALLUT TREES TO BE HAD: A FINE SAMPLE FOUR FEET IN DIAMETER. THERE ARE PLENTY MORE LIKE IT.

On the floors of the furniture exhibits each year are shown new styles just as at the conventions of tailors, modistes, etc., are shown new styles of apparel.

The modern business man, whether he is manufacturing clothes, hats, automobiles, or furniture, is always striving for something different with which to catch the eye of the prospective customer, and this is probably as true in connection with the manufacture of furniture as in any other line of business.

The changes in styles are unquestionably more rapid and more apparent than are the changes in actual woods used. This is true because the former changes are more readily made than are the latter and are more practicable to make. For instance: It is not possible to change the kind of raw material used beyond a certain number of woods, as there are but few woods qualified to be used in high-grade furniture which can be secured in sufficient quantities to make their use commercially possible. Thus the pendulum merely swings in favor of one or the other of these woods from season to season. In the piano trade, the piano manufacturer will one year turn out goods running seventy-five per cent to walnut and twentyfive per cent to mahogany or other lines. The next year it will be seventy-five per cent mahogany and twenty-five per cent walnut and other woods. The following season, perhaps, it will be evened up between mahogany and walnut, with a smaller percentage of other lines. The same condition is true, probably to a less varying extent, with the furniture manufacturers, who are more closely confined to the use of the same woods season after season than are piano manufacturers. However, they do vary their requirements with changes in styles, as the market for certain articles manufactured from specific raw materials seems to be specified.

It is a fact that in the manufacture of certain styles of furniture a certain wood is essentially proper and should be used. However, it is not always possible for the furniture manufacturer to turn out his goods made from that particular kind of wood, or at least he does not think it is possible. As an instance of this, the sixteenth century style of furniture calls essentially for black walnut, as that particular kind of wood was originally used for this particular purpose. However, the furniture man has come to believe that the supply of this beautiful wood was not adequate to meet his demands

PLENTY MORE LIKE IT. conformed absolutely to the requirements as specified by the connoisseur who not only keeps in view what the requirements of the present are, but also what shows to best advantage in old styles.

In this connection is shown a photograph that should go far to refute the mistaken idea that the stand of the so-called "old-fashioned" black walnut trees is exhausted. This splendid specimen towered high up to the first limb, and was fully four feet in diameter. It has been manufactured by a prominent walnut concern. It should be borne in mind that there are plenty of other such trees still in existence, and that the price commanded by the product of these trees is in no way exorbitant or prohibitive.

#### Olive Wood of Commerce

The wood of the olive (Olea europaea), especially the root part, is beautifully clouded and veined, has an agreeable odor, and is susceptible of a high polish which it retains. It is highly esteemed for these reasons by cabinet-makers, by whom it is fashioned into the finest work. It was of this wood, so hard and lasting and of such fine grain, that the Greeks sculptured their divinities before marble and ivory came into use. It is hard, heavy (about sixty pounds per cubic foot), strong, rather brittle, very close and fine-grained, and works and turns very easily, but splits badly or rather crumbles under the knife. It is light yellowish-brown with irregularly wavy dark lines and mottlings, especially near the root, and often resembles boxwood, but it is not so hard.

The pores, which are evenly distributed throughout, are very small and not visible to the unaided eye. The pith rays are very narrow, and cannot be seen on a radial or transverse surface except under the hand lens. The wood is used chiefly in turnery and carving for small articles, souvenirs, fancy boxes, paper knives, pen holders, etc. The olive wood is imported into Birmingham, England, where it is used so commonly for making mementoes of the Holy Land.

The principal source of supply of olive wood is in southern Europe, but in recent years a good deal of the wood used in this country was obtained in southern California, where the olive is now extensively cultivated.



### The Lumbermen's Round Table



#### ONE-FACE GOOD LUMBER

It has been a notrecable fact that many lumbermen have taken advantage of the ability of consumers to use lumber with reference to one side only, and have been specializing in the sale of one-face firsts and seconds. There seems to be no possible objection against this description, and on the other hand, many arguments in favor of selling it on that basis.

In the case of a table-top, or furniture case-work, or interior finish, or any number of commodities that might be mentioned, only one side is exposed. The consumer does not care what is on the worse side, so long as the material which is exposed is clear. Consequently there is neither rhyme nor reason in his paying for lumber that is clear on both sides, when but one face is to be seen in actual use.

The description of the lumber as one-face firsts and seconds is different from the term select, even where a definite select grade is provided for in the rules. A select board is good on one side, of course, but the usual provision is that the worse side shall not be below a No. I common. In the special grade referred to, the other side may be anything whatever, and as nobody cares how many defects it carries this seems an equitable arrangement.

Certainly the plan is a good one for the consumer, who gets what is to all intents and purposes good lumber for less than firsts and seconds prices, and for the lumberman, who can select his common stock so as to make good lumber out of it, as far as one face only is concerned. And, be it noted, this selection means service to the consumer, for which the latter should certainly be willing to pay.

#### IT ALL DEPENDS

The present popularity of mahogany, and the fact that poplar, in point of price, is far below the place it occupied in the heydey of the panel poplar craze, makes the following story, told by a man who knows, seem almost beyond the limit of credibility; but it happened, nevertheless, and only goes to show that everything is relative, and that there are few hard and fast, unchangeable standards by which to measure quality.

"During the time when wide poplar was sky-hooting," said this fumberman, "we were selling a good deal of our stock abroad. There was quite a scarcity of panel stock, as everybody recalls, and at one time poplar was selling on the other side around the \$100-mark. I have in my files a letter from our Liverpool representative stating that owing to the high price and scarcity of panel poplar, some manufacturers in England were 'substituting' mahogany for it.

"'Our friends in the mahogany trade may think that this is a case of stretching the long bow, but it actually happened. The substitution of mahogany for poplar was not of course an index of their relative intrinsic values; and yet people are too likely to judge values by price, rather than by an examination of the wood itself."

#### TEACHING THE YOUNG IDEA

Speaking of mahogany reminds one that those engaged in its manufacture and sale have played their cards intelligently, and have carefully cultivated the demand until it is a steady, dependable thing; and now mahogany is a staple which could hardly be dislodged from a permanent position of popularity by any imaginable means.

One of the methods recently used by a large concern in that field is suggestive of the careful thought given to the entire subject of stimulating the demand. The company has been sending to manual training schools supplies of mahogany at a figure below the market, in order to get the boys to working in that wood. The advantage of winning friends for their product among the youngsters now growing up is undoubted; while on the other hand, it must be remembered that in many cases furniture which the

school-boys make goes home, to be used and admired by the family. If many pieces are of mahogany, it is almost certain that the suggestion to buy other pieces made of that material will be presented so strongly as to have a decided effect on consumption.

Most lumbermen have taken demand as a matter of course. The mahogany people have consciously fostered theirs. There's usually a reason for a big success of that kind.

#### DISCOVERING THE TRADE JOURNAL

One good result flowing from the co-operative work done by lumber associations along the lines of educating the public to the value of their special commodities, is that the trade journal has been re-discovered in the process of studying mediums and discussing methods of getting results.

Associations which have worked up interesting and worth while things to say, have found that their publication in the trade journals has brought unexpectedly good results, showing that readers of the trade press have only been waiting for an opportunity to respond.

This has encouraged individual manufacturers, who formerly believed in the "standing card" and yet grumbled good-naturedly now and then because they didn't get results, to take more pains with their copy. Such effort almost invariably produces a very desirable effect, either increasing sales or making sales easier to accomplish than previously.

On the outside, advertising agencies, which were once content to announce that they handled publicity in "newspapers, magazines, street cars and outdoors," now add "and trade journals," to the list, knowing that people have become interested in that method of getting publicity.

Those among the lumbermen who have been making proper use of space in the trade journals have known the truth of the situation all along; but others are only now discovering the proposition, and seeing things in their true light. And the discovery will help everybody.

#### WALNUT IN THE MUSIC TRADES

Indications that black walnut is to resume its rightful place among domestic consumers of hardwoods, and to be properly featured in the manufacture of furniture, interior finish and other important lines, have recalled the fact that the music trades have always been strongly in favor of the use of the wood.

Many piano manufacturers have continued to give prominence to cases made of that kind of material, even though they knew that the pianos would have to make their way by sheer beauty and in spite of lack of accord with their surroundings of house-finishing and furniture. The vogue of early English and mission styles, however, helped the use of dark woods of all kinds, and has made it easier to maintain the use of walnut in that business.

It is also said that the talking-machine manufacturers are admirers and supporters of walnut, and that they are planning to feature it with mahogany and oak in the production of their cases. If walnut has ever been out of fashion, it seems to be certain that it is coming back with a rush; and it deserves all that may ever be said of it as to quality.

#### STUDY THE FACTORY END

A hardwood flooring man recently told with great glee of a solicitor for a liability insurance company who opened the interview by saying, "What kind of machinery do you use in this plant?"

"That chap," said the flooring man, "may have thought that he could expose the densest of ignorance without prejudicing his case; but I certainly don't believe in giving business to people who haven't the slightest conception of my requirements."

This was a good point; yet how many hardwood lumbermen can go into a consuming factory and discuss the peculiar requirements of the manufacturer with the same familiarity they exact of the insurance, railroad or machinery man with reference to their own-proposition?

True, many consumers discourage discussions along that line; but at the same time, the more the lumberman knows about the inside of the factory, the better he can serve it. The manufacturers and the lumbermen ought to get together on this proposition.

#### RED GUM IN DISGUISE

Red gum, unfortunately, is one of the best substitutes in the world. It is as good as birch in this respect, and its versatility in looking like other woods is giving it an undesirable reputation. That is to say, gum is a wood which has qualities sufficiently good to entitle it to a place among other high-grade woods in the furniture, interior finish and other trades, on its own merits; and putting it out in disguise, as it were, is causing it to be regarded as a good material merely for imitative purposes.

Gum is used in interior finish to represent anything from walnut to mahogany. Furniture manufacturers are using it stained as mahogany, and are likewise taking figured gnm and working it up in connection with Circassian walnut. Some figured gum is being put out to consumers under the name of Circassian.

There is no reason why this should be. Red gum, when figured, has a most pleasing appearance, and even without figure shows up nicely in its natural color. Manufacturers of gum would do well, if they expect it to bring prices such as were predicted until a short time ago, to encourage its use as gum, and not simply as a handy substitute for everything else under the sun.

#### ON KNOWING THE TRADE

The average sawmill man has very little idea as to the ultimate use to which the lumber he cuts is put. He probably sells to jobbers to a large extent, and even if he sells direct to consumers he seldom studies the factory end of the business in order to see just how the lumber is handled and why one grade is used rather than another. That this lack of knowledge of the consuming industries is a handleap can hardly be denied, for it is mainly by

studying the needs of his customers that the modern business man is winning the way to success.

In striking contrast with this system are the methods used by a large malogany house, which sends members of its official staff not only to all of the leading markets in this country, but abroad, for the sole purpose of getting a line on the conditions which go to make the market. It has a survey of the consuming interests of the world constantly before it, and it governs its operations from taking out logs in the forests of Yucatan or Africa to operating its manufacturing plants, according to the results of the first-hand investigations which it conducts everywhere.

The average lumberman cannot, of course, make such an exhaustive study as this; but he should certainly make a point of finding out everything that it is possible for him to know regarding the possible uses to which his product is being put.

#### ADVANTAGE OF VENEERED WORK

One of the greatest difficulties connected with manufacturing solid tops for use in furniture manufacturing is making invisible joints. In fact, it might almost be said that there is no such thing as a joint which cannot be easily detected without the aid of glasses. Some of the manufacturers of extremely high-grade furniture—who say, by the way, that their material cost is only two or three per cent of the total cost of the finished article—assert that their finishing is of such a nature that the presence of the joint is absolutely hidden, so that it is impossible to notice it. But this is not the rule.

The use of veneered tops, correctly matched and properly glued up, gets rid of this trouble, because it is much easier to get a proper joint when veneers are used than when solid material is glued together. Open joints are found in veneered work occasionally, it is true, but it is also true that, taken by and large, veneered tops are seldom found defective in this respect. The improved appearance of the veneered work on this score alone, not to mention the better matching that is possible through the use of thin stock for face work, ought to be a strong selling argument for the veneer manufacturers.



# Pertinent Legal Findings



#### ASSUMPTION OF RISK BY EMPLOYE

The mere fact that an employe has notified his foreman of a defect in appliances used by him, such as a defect in tongs used in logging operations, does not make the employer liable for injury resulting from such defect unless the employer remained at work in reliance upon assurance that the defect would be promptly repaired. Unless he relied upon any such promise, he assumes the risk of continuing his work with a defective appliance. (Texas Court of Civil Appeals, Jones vs. Walker County Lumber Company, 162 Southwestern Reporter 420.)

#### UNLAWFUL LABOR UNION AGREEMENT

An agreement whereby carpenters and joiners bind themselves to refuse to work on any job where trim or finish made in a nonunion shop is used is violative of the Federal anti-trust law, if it involves interstate transactions. (United States District Court, Southern District of New York, Irving vs. Neal, 209 Federal Reporter 471.)

#### BREACH OF AGREEMENT TO LEASE LAND

One who broke an agreement to lease land for use as wagon works is liable in damages to the wagon works company for the excess of the value of the use of the premises for the agreed term above the rental price agreed upon. (Georgia Court of Appeals, Williams Wagon Works Company vs. Gunn, 80 Southeastern Reporter 668.)

#### SCOPE OF EMPLOYER'S LIABILITY POLICY

A policy indemnifying a lumber company against injury to "saw-mill" employes did not cover accidents to mill hands while drilling

an artesian well for use in connection with the mill. (Louisiana Supreme Court, Rust Lumber Company vs. General Accident, Fire & Life Assurance Corporation, 64 Southern Reporter 122.)

#### INACCURACY IN MECHANIC'S LIEN STATEMENT

The Minnesota Supreme Court has just held that a me hanic's lien for building materials furnished by a lumber company was not rendered invalid through the fact that the property was misdescribed in the lien statement, where it appeared that the lot described and that upon which the building was actually constructed were both owned by the same person and together constituted part of the inclosure appurtenant to the dwelling house constructed. (Atlas Lumber Company vs. Dupuis.)

#### ACCIDENT TO SAWMILL EMPLOYE

A sawmill employe was guilty of contributory negligence in attempting to cross a live roller bed to avoid an approaching plank, where he could have easily avoided the plank by jumping to one side, and therefore he is not entitled to recover for consequent injury to his foot which was carried by a roller through an opening into a saw. (Louisiana Supreme Court, Patterson vs. Germain-Boyd Lumber Company, 63 Southern Reporter 930.)

#### INDEFINITE CONTRACTS UNENFORCEABLE

A contract employing plaintiff to cut timber was too indefinite to be enforced by him, if it did not show how much timber was to be cut, when the work was to be done, where the logs were to be delivered, or how much equipment was to be furnished by the employer. (Georgia Supreme Court, Prior vs. Hilton & Dodge Lumber Company, 80 Southeastern Reporter 559.)

# Traffic Matters Around Memphis 🕏



It is announced that a number of prominent hardwood lumber manufacturers in Mississippi have filed a petition with the Interstate Commerce Commission, styled the Bellgrade Lumber Company et al. vs. the Illinois Central and Yazoo & Mississippi Valley roads, through which it is sought to make the rates in effect on gum applicable to oak and all other hardwoods. About a year ago the commission allowed the roads in question to advance rates on hardwoods from Memphis to New Orleans to twelve cents per hundred pounds but stipulated in the order that the rate on gum from points south of the main line of the Southern Railway in Mississippi to New Orleans should be only ten cents, and that from points north of the main line of the same road and south of the Mississippi state line should be only eleven cents. The present petition, which is being handled by the Southern Hardwood Traffic Bureau, through J. R. Walker, its attorney, with headquarters in Washington, and J. H. Townshend, secretary-manager, with offices in Memphis, is signed by a number of Mississippi firms, including the following, in addition to the Bellgrade Lumber Company; Alexander Brothers, Belzoni, Miss.; Barr-Holaday Lumber Company, Greenefield, O.; Darnell-Love Lumber Company, Leland, Miss.; R. J. Darnell, Inc., Memphis and Batesville, Miss.; John Dulweber Company, Cincinnati; Green River Lumber Company, Memphis; Lamb-Fish Lumber Company, Charleston, Miss.; S. C. Major Lumber Company, Memphis; Russe & Burgess, Inc., Memphis; Tallahatchie Lumber Company, Phillip, Miss.; Taylor & Crate, Memphis; A. N. Thompson & Co., Memphis, and Ward Lumber Company, Chicago.

After the filing of this petition, a meeting of the Southern Hardwood Traffic Bureau was held here at which it was decided that an intervening petition should be filed asking that, when a hearing was arranged in the case of the Bellgrade Lumber Company, Memphis lumbermen should be given the privilege of presenting evidence in favor of a rate of eleven cents on hardwood lumber of all kinds from Memphis to New Orleans. This will be filed in the name of the Anderson-Tully Company against the Illinois Central and Yazoo & Mississippi Valley roads. As giving some idea of the active interest taken in this matter, it may be stated that the following well-known firms and individuals doing business here have become parties to this intervening petition:

Anderson-Tully Company, Bennett Hardwood Lumber Company, Chickasaw Cooperage Company, I. M. Darnell & Son Co., Darnell-Love Lumber Company, Columbia Package Company, R. J. Darnell, Inc., Dudley Lumber Company, F. T. Dooley Lumber Company, Gayoso Lumber Company, C. S. Gladden, Goodlander-Robertson Lumber Company, Green River Lumber Company, C. D. Hendrickson Lumber Company, C. M. Kellogg Lumber Company, Kennedy Heading Company, May Brothers, Memphis Band Mill Company, Memphis Hardwood Flooring Company, Memphis Veneer & Lumber Company, McLean Hardwood Lumber Company, Mossman Lumber Company, Moore & McFerrin, Nickey Brothers & Bass, Inc., Nickey Sons & Co., Inc., Nolan Brothers Hardwood Lumber Company, Russe & Burgess, Inc., James E. Stark & Co., J. V. Stimson Hardwood Company, P. F. Stone, Tennessee Hoop Company, James Thompson Lumber Company, Tschudy Lumber Company, Vanden-Boom-Stimson Lumber Company and the John M. Woods Lumber

The Memphis and Mississippi firms have joined hands on the issues involved in this contest and believe that it will be possible to secure the lower rates sought. It is pointed out that Memphis is only a few miles above the Mississippi state line and that, if the gum rate is applicable to oak and other hardwoods, giving a rate of eleven cents to New Orleans, there is no reason why Memphis should have to pay one cent more for the additional haul. There is a large amount of money involved in the contest and the fight promises to be a rather strenuous one.

J. H. Townshend, secretary-manager of the bureau, is just in receipt of information that the officials of the Louisville & Nashville road will shortly issue tariffs in conformity with the ruling of the commission about a year ago dealing with transit arrangements. The other roads affected immediately put in tariffs providing that refunds on shipments of logs could be had regardless of the kinds of logs shipped in or the kind of lumber shipped out. The Louisville & Nashville, however, insisted on holding back the refunds unless the recipient of gum logs shipped out gum lumber. The bureau was preparing to file a petition with the commission seeking to compel the compliance of the Louisville & Nashville when this news was received. May Brothers, Nickey & Sons Co., Inc., Nickey Brothers & Bass, Inc., the Memphis Veneer & Lumber Co., and several other prominent firms here are directly affected by the tariffs soon to be issued.

The printer has just completed the annual reports of the Southern Hardwood Traffic Bureau and copies of these can be had upon application to the general offices of that body in Memphis.

J. H. Townshend has returned during the past few days from Washington where he went to appear before the Interstate Commerce Commission in protest against the proposed advance of five per cent in general freight rates. He and James E. Stark, one of the board of governors of the Southern Hardwood Traffic Bureau, were the representatives of this body before the commission. Mr. Townshend is of the opinion that the commission will allow some relief to the railroads but he doubts if this will come in the shape of any general advance in freight rates, especially as affecting lumber and forest products. He thinks that there will be new orders covering the handling of business at the more important terminals, switching charges, handling of reconsignments and other service performed by the roads.

#### Logging Conditions Around Memphis

Prospects are a little more favorable for an adequate supply of timber at Memphis and elsewhere in this territory. This is due to the rise in the Mississippi and its tributaries and the consequent more satisfactory stage for the handling of logs by water. Rafting is now possible and the higher water is enabling log owners to reach timber that has heretofore been inaccessible. The river mills have been put to their wits' end to secure enough timber to keep them in operation and they heartily welcome the change. The river is some twenty feet lower than at this time last year, but lumbermen in this city and section are much better pleased with the current stage than with that of last year. There are prospects of higher water in the near future, owing to the heavy rains and snows in the upper valleys of the Mississippi, Missouri and Ohio rivers, but nothing suggesting a repetition of flood conditions prevalent during the spring of 1913 and 1912. So far as rail receipts of timber are concerned, these show quite a pronounced shrinkage compared with last year. The shortage since January 1 is estimated at 700 to 800 cars, and an official of the Valley Log Loading Company is authority for the statement that the outlook is for smaller arrivals by rail in March this year than during the same month in 1913. The winter, however, has been quite open and a great deal of timber is being prepared for shipment, with the result that prospects point to a heavier movement after April 1 than was witnessed during the preceding season. Altogether the mills are congratulating themselves on the improved outlook in this respect.

### Waiver of Delay in Delivery

A buyer's acceptance of goods after the date when the seller has contracted to deliver them waives any right to rescind the contract on account of the delay, but does not prevent the buyer from making a claim for damage resulting to him through the seller's failure to make the delivery within the stipulated time. (New York Supreme Court, Appellate Term; Molin vs. New York & Pennsylvania Smokeless Coal Company; 145 New York Supplement 116.)



# The Country's Pulpwood Supply



In a recent address by Raphael Zon of the Forest Service before the American Pulp and Paper Association in New York, the outlook of the pulp industry in this country was reviewed.

"Whatever the future use of wood may be in the construction and building trades," says Mr. Zon, "the use of wood in the pulp and paper industry has been constantly on the increase, and as far as our present knowledge goes, there is no substitute that will take the place of wood in pulp and paper making. While there are many plants the fibres of which are as well or better adapted to the manufacture of paper, there is no other plant which is capable of producing cellulose so cheaply and so compactly as the tree. No other plant can be grown on such a large scale, nor in such adverse climates nor on such poor, rocky soils as our northeastern spruce, hemlock, and balsam, which are the chief sources of the pulp and paper industry. Practically all of the substitutes for wood which have so far been suggested are bulky, producing a short fibre and a small yield. These may possibly become important in paper making when the suitable woods are no longer obtainable. Meanwhile the use of wood in the pulp industry is increasing rapidly at the expense of all other materials. Within the last decade alone, from 1899 to 1909, the use of wood in the manufacture of pulp has increased from two to four million cords annually, an increase of 100 per cent; this use is bound to increase in the future, though probably not at the same rate as in the past. It has been estimated by the Forest Service that by 1950 the amount of wood probably needed each year for the pulp and paper industry will be in the neighborhood of 16,000,000 cords, or approximately four times the present requirement. Of course all such estimates must be taken with some grains of salt, as it is impossible to tell what the actual demand may be; but judging from the variety of uses now made of pulp and paper, and the rapid increase in output which has taken place during the last ten years, these estimates are probably sufficiently conservative."

The speaker went fully into the problem of growing wood for pulp and showed that satisfactory returns could be expected. Then turning to the matter of utilizing waste, and thereby making present supplies go farther, he declared that he did not know of any other wood-using industry that practices such close utilization as the pulp and paper industry. Topwood, including branches, is now being used by some pulp and paper manufacturers, especially in Pennsylvania, in sizes as small as two inches outside bark at the middle of the stick, and the only other competitors for the same kind of material are the acid factories. The use for pulp of waste material left after lumbering has recently been introduced in parts of Pennsylvania. Hemlock tops and broken, defective logs are peeled, cut into 5-foot lengths, piled in the woods, and sold by the cord. From 250,000 to 260,000 cords of slab wood and other soft mill waste are now consumed every year for pulp. In 1908, hemlock formed forty-one per cent of the sawmill waste used, and its average value was \$4.07 per cord, about two-thirds that of hemlock cordwood in the round. In Wisconsin, sawmills often sell their hemlock slabs to paper mills for from two to three dollars per cord.

It has been estimated that the total stand of woods chiefly used for pulp is 130,000,000,000 board feet; of this 50,000,000,000 board feet is spruce, 75,000,000,000 board feet hemlock, and 5,000,000,000 board feet balsam fir. These three species are now being cut for both pulpwood and lumber at a rate that should exhaust the entire stand in about twenty-five years, not counting the growth of new timber on one hand nor the increasing demand for it on the other.

This discouraging outlook, however, is not so black as it seems. First some new growth is added on every year. Our wild woods, poorly as they are stocked, burned, and overcut, are still producing some new wood. Even assuming that the increment on the 130,000,000,000 feet of standing timber is only one and one-

half per cent, that would mean an annual increment of about 2,000,000,000 feet, or 4,000,000 cords, provided the forest area occupied by this timber is not being actually devastated. Considering, therefore, the entire spruce-bearing land of the Northeast and the Lake States, there is just enough timber produced every year to maintain the present demand for pulpwood. The pulp industry, however, is not the only one that lays claim on this increment. As a matter of fact, the lumberman still uses nearly three-fourths of the entire cut of spruce, hemlock, and balsam for lumber. Small as this increment is, still it contributes to the prolongation of the present stand.

Mr. Zon discusses probable additional supplies which may be had by bringing in species not now much used. Among such are firs of the western part of the United States, lodgepole pine and Engelmann spruce of the same region, and jack pine of the northern part of the United States and Canada.

In addition to the conifers, there are still untouched supplies of hardwood which grow within the same region as the spruce, such as maple, beech, and birch, which are already finding use in the manufacture of chemical pulp and paper.

#### Lightning and Forest Fires

Philosophers, so called, formerly spent much time in theorizing how mankind procured the first fire. To those lazy thinkers it seemed a great mystery; but if they had spent half as much time in observation as they wasted in meditation, they might have found something out. Lucretius thought man first obtained fire from "hot ores," but neglected to explain what heated the ores. Others thought trees rubbing together started the first fire; others traced the origin to rolling stones; still others to sparks struck from horses' feet. Not one suggestion of lightning occurs anywhere in the literature of ancient times, unless the lines of an old Greek poet may be so interpreted when he wrote: "With sacrilegious hands Prometheus stole celestial fire and bore it down from heaven."

Henry S. Graves, chief of the United States Forest Service, has been conducting some investigations that would have caused Lucretius, Pindar, Hesiod and the other dreamers to sit up and take notice. He has collected statistics of forest fires in 1913, and shows that more were set that year by lightning than were caused by any other agency, not even excepting locomotives and all other steam engines. That finding is remarkable. Nearly every woodsman can recall an instance where a tree was fired by lightning; but few have supposed that no other agency equals lightning in the number of fires set.

Twenty-two states last year reported forests set on fire by lightning; but of all regions in the whole country, California was the worst. A single storm started a string of fires 750 miles long in that state, extending along the mountains from Oregon to Mexico. More than 700 separate fires were set in a brief period. The situation was aggravated by the absence of rain during a period of unusual electrical disturbance.

All the precautions which it is possible for man to take cannot greatly lessen the danger of forests being set on fire by lightning; but the consequent damage may be much decreased by being ready to fight. In time of peace prepare for war is the policy pursued by Forester Graves. He has his forces organized, his tools and apparatus at strategic points, trails built and telephone lines strung, and when lightning, locomotives, incendiaries, or campers start a fire, the fighters converge from all sides to the point of danger and usually win in a short time. The effectiveness of the system is shown by the fact that half of the fires are extinguished before they burn over a quarter of an acre, and half of the remainder before they spread over ten acres.

It is easy to see what the result would be if fires were left to burn themselves out as formerly was the custom.



W. W. KNIGHT, INDIANAPOLIS, FIRST VICE-PRESIDENT.





E. F. PERRY, NEW YORK, N. Y., SECRE-TARY.



# National Wholesalers' Annual



The serious derangement in train schedules, and in fact, in some cases the entire tying-up of traffic, seriously affected the attendance at the twenty-second annual meeting of the National Wholesale Lumber Dealers' Association held at the Iroquois hotel, Buffalo, on Wednesday and Thursday, March 4-5. As a matter of fact, there were only 200 in attendance at the opening session, and some of the regular attendants did not succeed in reaching the convention at all.

The convention was called to order at 10:30 a. m. on Wednesday by President N. H. Walcott. Mr. Walcott opened his remarks with an expression of appreciation of the efforts of the respective committees of Buffalo lumbermen and those representing the city of Buffalo. He introduced John Sayles, personal representative of the mayor, who extended the usual welcoming address. Mr. Sayles said that they had various kinds of conventions, but that the National Wholesale Lumber Dealers' Association was an organization which the city was especially glad to welcome within its boundaries and that they were very much gratified to have the opportunity of extending the full hospitality of the city. He paid a distinct compliment to the mayor, and then in turn to the lumbermen in general, who, he said, have shown themselves to be the most liberal, broad-minded and clean-cut of business men and that they have always stood for the best in public work, both municipally, state and federal.

Mr. Sayles then went on to describe the various features of Buffalo which make it a desirable city in which to hold a convention. He told of its libraries, its churches, its parks. He described the population of the city and said it has great possibilities for development. In closing he urged those in attendance to enjoy their stay to the utmost.

John N. Scatcherd of Scatcherd & Son, lumbermen of Buffalo, was next called upon by President Walcott. He delivered a very satisfactory address of welcome in behalf of the Buffalo lumbermen. Mr. Scatcherd was formerly president of the wholesalers' association, and in fact was one of its originators. He expressed himself, in speaking for the local lumbermen, in being very much pleased in showing what Buffalo and the Tonawandas can do by way of entertainment. Mr. Scatcherd recalled to mind the last convention of wholesalers held in Buffalo twenty years ago, and said it was the second in the history of the association. He said that recollection of that convention brought to him memories of the many faces which are now removed for all time from the convention floor.

After discussing the value of the association work and its possible accomplishments, he also paid a tribute to the aims and purposes

of lumbermen, and expressed the hope that those in attendance would enjoy their stay to the fullest.

President Walcott called upon Vice-President Gordon C. Edwards of Ottawa to respond to the address of welcome. Mr. Edwards expressed himself in very satisfactory terms.

President Walcott then delivered his annual report, which in part, is as follows:

#### Address of President

As is usual custom, the president gives an account of his stewardship and the progress made by the association during the year.

I think that but few of the members, who are not intimately connected with the details, realize the magnitude of the work of the bureau of information. To handle same properly, we occupy a suite of nine rooms, employ from seventeen to twenty-three stenographers and clerks, in addition to our secretary and department managers. In connection with collections and revisions of reports, we have corresponded with at least 2000 attorneys during the past year. We have at our command attorneys in nearly every large town and in every city in the United States and in most cities in Canada.

The year 1913 was a very trying one. Our bureau of information and our legal department had a busy year. I wish that our members, who do not subscribe to our bureau of information, were more conversant with our work in this department.

As our transportation bureau grows in experience it increases in usefulsess, and I have received letters congratulating us on the good work done, particularly for our members in the mountain country on the line of the Southern Railroad, where there has been a fight made in the last year over the unjust discrimination in rates.

I cannot go into too much detail, as I would infringe on the reports of our department managers, and the chairmen of our various committees.

The departments referred to above require the most attention, and this sociation has been fortunate in having members who have been willing to give their time and talent to the supervision of this important work. The thanks of the association are certainly due the chairmen of these important committees.

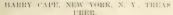
I regret véry keenly no gain in our membership. This has been of considerable moment to the chairmen of this committee, the executive committee and the board of trustees.

We do not know of any withdrawals on account of dissatisfaction with our association work, but the financial mortality was large during 1913 and the changes in business many. Nearly every member we have lost has been on account of going out of business, consolidation of business, or failures. It is just such times as existed during 1913 that require more work and more co-operation among our members.

We have saved many thousand dollars to our members this year and could the wholesale lumber dealer, who is not a member of our association, see the work as your executive committee and board of trustees see it, there would be no question regarding the membership.

We have been ably represented in the National Chamber of Commerce. Your board of trustees has taken action and recorded its vote on several







I: V BABCOCK, PITTSBURGH, CHAIR
MAN NOMINATING COMMITTEE.



N. H. WALCOTT, PROVIDENCE, R. I. RE TIRING PRESIDENT.

important matters brought to our attention by the Chamber of Commerce.
We have had an efficient forestry committee, the chairman of which
takes a deep interest in the forestry question. We were ably represented

at the Conservation Congress at Washington, D. C.
Your car stake committee has held one or more meetings and its report

will show what was done at these meetings.

The terms of sale and trade ethics committee has had some troublesome problems this year and the chairman of this committee will no doubt

problems this year and the chairman of this committee will no doubt embody same in his report.

In reference to your several other committees, I will make no special report, as these you will receive later. I believe that these committees have given their careful thought to the various subjects connected with their work and you will be interested in their reports.

In regard to further work in our association, I have tried to think of some broad line to add to our usefulness. While our association is national in name, and I believe more of a national association than any other lumber organization, at the same time I feel that it should be a national association in fact.

We have a large number of lumbermen's clubs and associations that are all doing good work along their particular line, but the national questions, like forestry, insurance, both fire and marine, freight rates and legislation that affects the manufacture, transportation and sale of lumber, we have no association that can register the opinion of the lumber trade as a whole.

The National Wholesale Lumber Dealers' Association is one of the oldest, and a national organization not governed by local conditions, or one line effort, but whose membership consists of wholesalers, manufacturers in all branches of the "lumber business throughout the United States and Canada, and could best speak for the entire lumber interests and in no way interfere with the work of the various associations. This work might be carried on in the same manner as in the National Chamber of Commerce.

To illustrate.—How does the lumber trade feel in reference to the contemplated advance of five per cent in freight rates? Possibly some lumber organizations are against any advance and will pass resolutions to this effect, sending same to the Interstate Commerce Commission. Others are in favor of some advance, but take no action. The Interstate Commerce Commission is left with the impression that the lumber trade is against any advance to the railroad, while the facts might be entirely to the

An association like the national could take this up with every lumber association and get its vote on the subject, which would be duly recorded with the Interstate Commerce Commission.

It seems to your president to be a very important proposition, and whether it is our association or some other, I would like to see one association that would be the mouthpiece for the entire lumber trade on these nutional questions. I believe it is worth considering.

It is a pleasure to extend our hearty welcome to the delegates of sister associations. May their visit with us be pleasant and profitable. Our remations with all are most friendly, and we trust will always be the same,

It has been a pleasure to serve you and I desire to thank the executive committee, the board of trustees and the committees and their chairmen for the great assistance given us, also our secretary and department managers for the very courteous treatment extended to me.

We have a good, clean, efficient organization. We have faithful board of trustees, the attendance at our trustees' meetings has been large. All of the efforts of this association have been for a better association and to elevate the lumber business to the highest plane.

I have purposely omitted from this paper more detailed account of the

work of our association, as this will be presented to you in the numerous reports by the chairmen of our committees. We hope our meeting will prove to be a profitable one.

I want to take this opportunity to thank you all for the assistance that has been extended to me during the year.

Secretary E. F. Perry read a very comprehensive report in which he touched upon the various phases of the association's work during the past year. He said it was his seventeenth annual report and that the past year had been one of great activities along the many diversified lines of association work, which unusual activities had been brought about by the unrest and uncertainties in the business world. He expressed himself as believing that the lumber business is erratic, responding to changing conditions seemingly without regard for scientific reasons, and consequently is slow to readjust itself to right levels.

He said the possibilities for co-operating among lumbermen are great as a result of their close association work; that the lack of efficient co-operation is astonishing; that it is difficult to determine whether they feared co-operation or were not yet sufficiently reduced in finances to realize the serious need of co-operation and the consequent saving in time and money by adopting as a body the valuable suggestions which have come through experience to other mercantile associations as a body.

The secretary stated that problems which have come up during the past year have been broad and difficult of solution. He said he would leave the detailed discussion of these problems to the report of the various committees.

The secretary said that one of the principal efforts during the past year had been work, backed up by the prestige of the association, tending to effect the proper adjustment of the selling and handling of shingles in New York state. The main objection was to get the regulation properly fixed, the state having elected to adopt the regulation. Mr. Perry said that he was informed that during the next couple of years many states will follow New York's example and regulate not only the sale of shingles, but of other commodities which are not defined on a regular basis, such as numerical count, bundling, inspection, etc.

The speaker mentioned the New York building code, stating that it will undoubtedly be passed this year and will be copied by many other large cities, thus seriously affecting the lumber trade.

Mr. Perry also said that a great deal of work had been done in connection with the New York state workmen's compensation law effective July 1. He said there is considerable adverse sentiment among millmen and dealers, but that it developed that the law has been fully discussed by a large number of insurance concerns of the state and that it has been stated it will undoubtedly be used as the model compensation law. It has the support of the labor unions and, according to the secretary, while the New York law may be too lib-

eral, conditions must be shaped in conformity to it. He said that the law would undoubtedly be amended later on, although it is claimed by its framers that it is practically flawless. He said it was unfor tunate that objections were withheld until it was too late to effect changes, as business men should have interested themselves in the law before it, was passed.

He then touched upon the terms of sale, saying that this subject properly claimed attention in the early part of the year. It had been suggested that the subject was old and shopworn, but facts indicate that lumbermen are realizing more and more the importance of having sales contracts include technical terms of settlement and they fully appreciate that such terms seriously affect profits.

He touched upon the prospective report of the railroad and transportation committee and its importance to association members. Mr. Perry said that the work of securing new members during the past year was difficult. He said that he did not agree with some of the lumbermen who claimed that there are too many associations. He said he believed in the variegated lines of associations for respective work in respective localities, that he is fully in favor of the work being accomplished by other organizations that are national in their scope. He stated, however, that in his opinion the National Wholesale Lumber Dealers' Association was among the first to handle international lumber questions and is well able to undertake many of these problems and handle them from an experienced standpoint.

He said an effort had been made to increase the membership during the past year; that the association began the year with 405 members and that without any unusual effort thirty-five new members had been secured. Through causes over which the association had no control, thirty-five were dropped, leaving the membership the same as in the beginning. There is a gain of three in the bureau of information. The secretary said that no other trade association in the country received such co-operative support through its officers and board of trustees. He said that lumbermen seem to be more loyal to their industry than any other set of men and that lumbermen working in this spirit always made themselves felt on legislative questions affecting lumber.

The speaker referred to the proposed Interstate Commerce bill, saying that he had discussed this bill with prominent business men and few of them were conversant with its contents. He said that lumbermen particularly should familiarize themselves with what the bill proposed. Mr. Perry said the wholesalers' association has always stood for right trade conditions and that this new trade commission could, if properly carried out, become a great menace or could be a great co-operative force. Figuring on the probability of the bill being passed, business men should use their efforts to see that it is properly carried out.

The secretary spoke of the further proposed legislation which will require examinations of all corporations which do an annual gross business of \$3,000,000 a year. There are 350,000 corporations in the United States now engaged in interstate commerce, which as defined by Judge Adamson is a pretty broad principle, as he says: "If a gentleman owned a hen in one state and she went over the state line and laid an egg this would be called interstate commerce." The majority of the members of this association are engaged in interstate commerce but do not realize it. The proposed commission would have the right to search into the business secrets of every business, corporation and members of the association, however small that corporation might be, and give public statements of what they may find. Mr. Perry said it would require thousands of agents to make the investigations. These men would not be under civil service, but would be regular appointees who may or may not have qualifications of inspectors. He suggested this fact as a reason for greater interchange of detail in association work in order that members might keep abreast with the times. The secretary urged that it would be to the advantage of business men if a further clause could be added to the commission bill, giving authority to the proposed commission thereby, as a result of investigations made, right business methods may be suggested. This would result in greater cooperation and better means of trade. He said that if upon investigation it is found that this trade commission is desirable the association should insist with all the forces possible that it be made cooperative and not combative.

Secretary Perry then referred to the decision to hold the meeting in Buffalo, stating that as many of the original members were northern men, men operating in the Lake states, considerable impetus could be given to association activities by holding the sessions at that point.

The secretary then commented upon the social features, stating that this is necessary in business, and not a weak point.

Mr. Perry then said that benefits which will be derived from the close and cordial affiliation of retailers and wholesalers are difficult to describe. He said that some day there will be an organization composed of representatives from all of these various organizations and that the time is not yet opportune or the excuse has not yet presented itself for this organization.

He thanked those in attendance and closed his report.

- C. E. Kennedy of New York read a report of the audit and finance committee. The report of Treasurer Henry Cape of New York showed that the expense of carrying on association work is approximately \$40,000 a year.
- A. L. Stone of Cleveland, chairman of the board of managers of the bureau of information, presented a short report in which he referred to the coming report of W. W. Schupner, superintendent of the bureau of information. Mr. Stone said the work has been kept up to a high state of efficiency during the year. He said the number of subscribers has increased and that the board is in better shape to serve its members than ever before. He made an urgent appeal to the non-subscribing members to join the bureau and thus share in the benefits and coöperate with one of the most important branches of the association work.
- W. E. Chamberlin of Boston read a report of the committee on membership, saying that that body had worked hard during the year, that the unfavorable financial condition prevailing all over the country had made the result of its efforts rather meager. He then repeated the membership statistics given by Secretary Perry, but expressed himself as believing that during the coming year there would be considerable increase in membership, as there is real promise of much more favorable business conditions.
- W. W. Schupner, superintendent of bureau of information then read a detailed report which appears in part as follows:

#### Report of Superintendent of Bureau of Information

We cannot waste any time in accumulating figures but we have revised on an average of twenty-five reports per day. To do this, easily 12,000 requests for statements of assets and liabilities were made; approximately 22,000 special inquiries were made of lumbermen outside the association membership where references were furnished, also in communicating with banks, attorneys, etc. Over 26,000 names were placed on our tracers and 48,000 special inquiries were sent to our members; 800 names appearing on List A. Not included in this are hundreds of special letters required in investigating beyond what can be obtained through the formal inquiry.

This information, when returned to us, has to be carefully distributed cach day and placed in the hands of trained clerks where the new report starts on its way to revision, and in its course receives a personal touch and supervision which we believe is not equalled by other credit institutions.

An examination of the reports you receive will show a larger percentage of statements of assets and liabilities than heretofore. A hard process of education is bringing many a retailer to the point of seeing it to his advantage to give us full and detailed information.

If we could insist upon each subscriber furnishing us with his list of customers, we would do so, because we know what a real value this privilege is. Seventy-three new lists were sent in last year, and we can point to instances where they have saved a doubtful or bad account. Neglecting to take advantage of this feature of the bureau has also been noted when a failure has occurred and to our surprise we found a member as a creditor, because we knew our report advised caution. Investigation revealed the fact that the member had not filed a customers list with us and relied upon other sources for information. We cannot make our appeal too strong in urging you to help yourselves by keeping us posted with an up-to-date customers list.

It is well to repeat that many a valuable hint is received through voluntary correspondence from members who report an unsatisfactory transaction or an observation which they believe requires investigation. Frequently these lead to uncovering an apparently good condition and place us in position to warn interested subscribers of impending trouble. We urge a free use of the weekly pink tracer sheets and every subscriber will be well repaid for the time spent on these reports. They,

too assist materially, and many times (too small class revial a situation that needs watching, or which can be need by your ecopy, from

THE CONTRACTOR DIRAMONIA.

We started the year with claims on hand amounting to \$260,000: new arms amounting to \$272,000 were received affect and adjusted \$300,000, leaving in course of settlement \$233,000; \$5,000 in fees were turned over to the treasurer, a gain of \$200 over last year and \$800 over the previous year.

This department is growing in the estimation of members and the inrensed patronage through claims received is an added credit force which carries much more weight than the increase in carnings indicates. The twofold purpose of the collection department places it on an entirely different basis than the ordinary collection agency. When you send an account to us, you know that all the prestige of the association will be brought to bear to help you get your money, and you also know that your experience will add to the general fund of other or previous transactions and assist some other subscriber in a similar situation, and when he sends us an account, you reap the reciprocal benefit.

No man's judgment is intallible, and if you find an account reaches the point where it requires action, we believe the bureau offers the best possible facilities for collection. Numerous instances could be specified where the association obtained results when others falled to do so, and this is not accomplished because of any particular trick or system, but for the simple reason that our demands for payment are backed by an organization prestige which the unscrupplous debtor fears, and knows he must respect if he would continue in business.

Our business is eagerly sought for by leading attorneys everywhere and we are proud of the personal relations thus established as a means of facilitating the handling of your collection and legal business. We have had to fight attorneys who unscrupulously wanted bankruptcy just because trouble was brewing, but we can point to instances where we were instrumental in getting creditors together and obtaining far better results, besides saving a well established business.

The collection department has so firmly established itself as being not only an agency for collecting accounts but as an important adjunct of the co-operative spirit of the bureau of information, that it well merits your fullest support. It broadens the opportunity for specializing in lumber credits and promptly places the bureau in possession of facts which might otherwise be difficult to obtain.

No lumberman working alone can grasp every detail necessary to the proper conduct of his business, and especially as a credit man, is he dependent upon his fellow lumbermen for the help and co-operation he can obtain through this organization. The bureau of information is one big business where each subscriber gives some of his time to help the other subscribers. He does this because he knows in this way each peaps the benefit of the other's experience and the bureau is what it is tenay because of this effective co-operation. The joint effort of the subscribers devoting their thought and time to keeping the bureau informed, and in furnishing facts which a lumberman wants in determining credit. Is the force that places the bureau at the top of lumber credit reporting agencies.

The report of the arbitration committee was presented by Chairman G. M. Stevens, Jr., of New York, who said that serious trouble did not present itself last year. Three cases were referred to the committee and settled. He said that there were fully one hundred cases given consideration at the association headquarters that should have been arbitrated and that the bulk of these were disputed accounts between members and retailers, where both parties had expressed themselves as being willing to submit facts and be guided by suggestions through the home office. He said that in these cases the contesting parties had been well satisfied with the adjustments.

Mr. Stevens said that in addition to the three cases submitted to the committee, two cases were passed upon by the chairman himself without the opinion of the rest of the committee. He suggested that the members pay more attention to building up the files completely, as this is a very necessary part of arbitration work and materially assists the arbitration committee in handling these disputes.

The speaker also said that the committee urges the members to refer differences to the association for adjustment instead of resorting to the courts, as he believes that results in nine cases out of ten are more satisfactory.

The morning session was closed by the official report of the trade relations committee delivered by W. E. Litchfield, chairman. This report follows in part:

#### Report of Committee of Trades Relations

No association can dispense healthy trade conditions, but we point with pride to our excellent organization and facilities for gaining and giving knowledge, through our reporting department. It is a help to the lumber trade to have all firms doing business rightly reported as such, and in turn, for all of us to be informed of firms whose conduct of business may tend

to undermine and injure the structure of healthy business activity which we all are working to sustain. We have all witnessed the success of more than one firm who has demanded and extended promptness in its relations with others.

Our trade is suffering, with all lines in the country, from the tremendous liquidation we are passing through. The overhead expense of many firms is eating into their surpluses, and in many cases lumber is being made and sold at prices which admit of no profit, a proceeding which is, if it is anything, a disgrace to business enterprise and intelligence. The ambition of some of our larger institutions to indefinitely increase their output has brought some disasters. One northwestern lumber magnate confessed that he was trying to run three mills where two would produce all the lumber he had been able to sell. Overproduction and uncalled for development of all kinds have been carried to such a degree that great demands have been made and banks have given unusual loans. There is a shortage of money the world over and we cannot hope for better conditions, until (in a sound manner) credit takes the place of cash. I was made somewhat acquainted with the system of Germany in a trip to that country in 1911. A German merchant said to me that he would be glad to do more business with us, but the present American demand of eighty per cent cash with the bills of lading was not reasonable, and we should not expect German business until we were willing to extend them the same credit that other countries did, that is, a ninety-day basis in buying and selling. He said the average German took pride in paying as he agreed and in every way encouraged his fellow merchant to maintain credit. Credit is a necessary part of the foundation of all business, and few successful men there are who at some time in their career have not needed it. our association should assist in keeping up to the highest degree of efficiency our credit department. If your statement is asked for record, send it in.

After touching on the lien laws as affecting the business relations of retailers and speculative builders, the report continued as follows:

It has been thought that the lumbermen ought to appear in the five per cent rate case by going before the Attorney General or Congress to urge the appointment of some commission who could be consulted for the purpose of determining how far men might go in the matter of joint action for the general good, for purposes of conservation, such as (for example) fostering the idea of curtailing the product for the object of encouraging the manufacture of the longer trees and including the top-logs; also that there might be some arrangement in logging to leave the small trees standing. While it is true that we should appreciate what the government is trying to do, we in turn should be guided as to how we may confer together for economic and beneficial improvements of conditions. A mutual knowledge of facts in our industry would save a tremendous waste of timber by curtailing the production when necessary and sparing the great volume of deterioration of stock and sacrifice of valuable efforts. A great many small manufacturers are suffering at the present time because of inadequate knowledge of market conditions led to production of uncalled for stocks and this lumber is being forced on the market at a great loss to manufacturer, as well as the consumers who made their purchases at fair market values.

It would seem also that a greater latitude should be allowed along the line of supporting trade ethics, whereby every merchant by his methods and conduct would automatically classify himself, and such as averaged us adversely be distinguished to the extent of being obliged to correct and adjust his business to proper standards. This would be a constructive action and yet we are afraid of overstepping a law which we do not understand.

The report then outlined a plan for working out these suggestions, and then said:

The administration of some phases of the lumber business is carried on with only a partial improvement over what it was fifty years ago; in fact, in some sections and some lines there has been no chauge. This has resulted in stacking lumber from habit instead of accurate facts and prospects. It seems to me that under the auspices of our organization a monthly bulletin could be sent to our own members and the secretaries of similar organizations, in which significant and important reports could be placed in the hands of those who need them.

The lumber business, like all others, is in a state of transition. Organization is simply an element of business: its tendency is not to take the place of individual effort, but to protect the fruits of such effort. Co-operation does not offer anything in the way of artificial props, but simply insures harmony among factors related to each other, whether in close proximity or not. Association has the function of encouraging individual effort and not discouraging it, and it is especially needful in this period of adjustment that each one look well to his own affairs and as far as possible increase his own independence and thus make himself a dependable support to the new structure which we are inevitably forming.

#### WEDNESDAY AFTERNOON SESSION

Immediately after the readjournment of the afternoon session, President Walcott announced the appointing of committees on nominations and resolutions. E. V. Babcock of Pittsburgh was appointed chairman of the nominating committee and Lewis Dill of Baltimore chairman of the resolutions committee.

There then followed a discussion of the proposed five per cent

advance of freight rates in the official classification territory. R. C. Lippincott of Philadelphia suggested a resolution to make a speedy decision in the matter, which is of such great importance to the railroad and industrial interests of the country, and said that he desired it to be referred to the committee on resolutions, and that the members give it free and full discussion. Mr. Lippincott spoke of both sides of the controversy, stating that the lumber business had in its development been very much benefitted by the extension of railroads into timbered territory. He said that in recent discussions between the railroads and labor authorities, the government had almost always assisted labor in its controversies and that it was time the railroads now received some consideration from the federal government. According to the speaker, the railroads are unable to take care of the business that is developing because of lack of means with which to provide necessary rolling stock and motive power, and that to deny them this advance in freight rates would result in injury to the industries of the country. He said he was very much in favor of granting this additional five per cent increase. J. R. Williams of Philadelphia seconded Mr. Lippincott's suggestion.

Hugh McLean of Buffalo suggested the inadvisability of the association taking definite action in favor of the increase, stating that in the matter of rates charged for lumber injustice has been done to the lumbermen, and high freight rates have in fact resulted in compelling lumber manufacturers to leave a good part of the tree in the woods, and lower rates on low-grade products would result in material benefit to the cause of conservation. He said that the railroads are more than getting their just share of the lumbermen's profits, and cited as an instance the working of a tract of timber in Arkansas owned by his company, which timber was valued at \$80,000, stating that the hauling of the lumber products produced cost the concern \$78,000 in addition to further amounts on lumber reshipped from Memphis. In other words, the railroad secured from his company more than the actual value of the timber and in addition his concern was obliged to leave about half of the timber lying on the ground on account of the high rates. He said that the cost of freight on hardwood invoices amounted to fifty per cent of the total invoice and that these circumstances would indicate that lumber is bearing more than its share of the burden of freight rates and that until discrepancies and unjust charges should be adjusted, lumbermen should not go on record as favoring a five per cent increase.

Mr. Lippincott suggested that the matter be considered in the broad light of business, as it is probable that inequalities would always exist. He deplored the necessity of leaving low-grade stock in the woods as a result of improper classifications and stated that with proper classifications this condition would be eliminated.

Horton Corwin, Jr., president of the North Carolina Pine Association, stated that only recently that association adopted resolutions favoring this increase and that he personally was strongly in favor of the resolution as he felt the railroads should be enabled to enjoy business prosperity and development. The resolution in his association passed by more than two-thirds majority.

- F. R. Babcock of Pittsburgh stated that six months ago he was more in favor of the increase than he was at present, and that the railroads then had better chances of securing the increase than they have now. He said that the railroads' attitude by way of refusing to place orders for any material or to effect any improvement work is doing a great deal to shift the sympathy of the people to the other side.
- F. S. Underhill of Philadelphia said that the railroads should have the increase if it could be accomplished without affecting the business of the country.
- E. V. Babcock of Pittsburgh said the association should not officially go on record as favoring the increase, that the railroads should first adjust such matters as switching charges and free service, giving certain shippers advantage over others.
- J. V. Stimson of Huntingburg, Ind., was the next speaker. Mr. Stimson expressed himself as believing that lumber pays a higher rate, with risks considered, than any other commodity and that there is a distinctly unfair classification in rates, as a car of low-grade

lumber has to bear the same charge as a car of high-grade lumber, which condition should be altered.

The resolution was finally referred to the resolutions committee.

F. S. Underhill, chairman of the terms of sale and trade ethics committee, then reported, saying the committee had no recommendations to make to the association, that the members should be free to use in their transactions such terms of sale as were best suited to their particular needs, that they have been and will continue to be governed by their own requirements, according to conditions existing in specific cases. He said that it has not seemed possible in the past and does not now seem feasible to bring about the adoption of any terms that will entirely satisfy the various interests of the lumber trade. Mr. Underhill said that the committee believes that for the present at least each concern should use that form of terms that suits its individual concern best.

Regarding trade ethics, he said that the code of ethics adopted by the American Trades Congress and indorsed by the wholesalers' association continues to exert a good influence on the transactions between buyers and sellers of lumber.

Following his written report Mr. Underhill said that it had been suggested in connection with the new currency law that commercial paper, such as notes taken in settlement of accounts, can be used for rediscount in the reserve banks and that it would be a good plan for lumbermen to arrange wherever possible to secure settlement of accounts by note, instead of holding the accounts open for sixty to ninety days longer, as is done now.

H. A. Reeves, Jr., of Philadelphia read a report of the committee on railroads and transportations. Mr. Reeves said that each year the work of collecting claims is increasing. He stated that the Southern Railroad proposed to advance the rates in North Carolina from one-half to five and one-half cents a hundred pounds. The Southern milling-in-transit was another case that now stands submitted to the Interstate Commerce Commission and briefs and a decision are being awaited.

He touched on questions of weighing cars, citing the report of the commission rendered June 18, 1913. Mr. Reeves stated that the protest of the traffic bureau of the association had its effect on the question of wooden boxes and that no change had been made which affects the wooden box industry. He then referred to the proposed five per cent advance in freight rates in official classification territory, saying that the committee is keeping in close touch with this suggested change.

Mr. Reeves added that he has come to realize the scope and importance of the railroad committee since taking hold of that committee as chairman and that he was astonished at the magnitude of its operations. He urged a greater interest on the part of the members in its work.

W. S. Phippen, traffic manager, reviewed at length the operations of the traffic department during the past year. He reviewed each question which has come before it, telling the reason for the action that has been taken and results. Mr. Phippen said that in addition to the specific problems to which the department had given its attention hundreds of other matters had required considerable time and investigation, and numbers of desirable rate adjustments and various corrections to tariff have been effected. The department also furnished information covering a variety of transportation subjects.

The report covering the handling of disputed railroad claims is

0010		
	claims on hand March 1, 1913\$ 8.76 Claims received during the year	
557	claims handled	33.38
77	claims collected	33,30
475	claims	4.48
382	claims returned unsubmitted March 1, 1914 7,68	88.90

Three hundred and seventy-seven claims were collected through the Interstate Commerce Commission,

The fee derived from all collections was \$1,111, or only fifteen per cent of the actual amount collected, which is a very low rate.

Questions discussed in Mr. Phippen's report were: Weighing investigations, wooden box investigation, the proposed five per cent horizontal increase, rate cases, demurrage rules, bills of lading, New York lighterage, etc.

Mr. Phippen concluded his report with the request that the association more fully utilize the service of the bureau, which is maintained for its benefit.

Charles H. Barnaby of Greencastle, Ind., president of the National Hardwood Lumber Association, was introduced by President Walcott. Mr. Barnaby's popularity was warmly attested by the very cordial reception with which he was greeted. Mr. Barnaby said that inasmuch as 150 members of the National Hardwood Lumber Association are also members of the wholesalers' association, he felt particularly pleased to have the opportunity of speaking. Mr. Barnaby said that much of the success of the National Hardwood Lumber Association could be attributed to the membership and efforts of Buffalo lumbermen. He said that his organization had been formed seventeen years ago for the purpose of securing unanimity in grading and inspection rules for hardwood lumber. Mr. Barnaby said that buyers previous to that time all had their individual inspection methods, and that the main consideration of selling a man was a knowledge of his idiosyncrasies in this line. Mr. Barnaby said that as a result of the hardwood association work, hardwood inspection rules are now uniformly enforced throughout the country.

Mr. Barnaby said that since the 1905 meeting of his organization in Buffalo, at which time the association had only 300 members, it has grown to a membership of over 900, and has 65 salaried and fee inspectors working for it directly, in the United States east of Kansas and in Canada.

Mr. Barnaby closed his talk with an invitation to the members of the association to attend the meeting of the National Hardwood Lumber Association, which will also be held in Buffalo, June 18 and 19.

President Walcott then introduced M. E. Preisch, chairman of the committee representing Buffalo and the Tonawandas, constituted for the purpose of affording proper entertainment for the visitors. Mr. Preisch announced that the men's smoker and reception, and entertainment for the ladies the first night had been fully arranged, and that the men had been given the privilege of attending either of the functions.

Edward Eiler of Pittsburgh, chairman of the committee on legislation, followed Mr. Preisch. His report follows in part:

#### Report of Committe on Legislation

No important national legislation affecting the lumber business was proposed during the past year and there has, therefore, been no special matter brought up for the consideration of the committee.

Considerable work has, however, been done by our association which has been instrumental in helping the lumber business, largely in the state of New York. This was due to the adoption of a new law regarding the selling, marking and bundling of shingles. This legislation being confined to New York state and our worthy secretary, E. F. Perry, being on the ground, it was natural and proper that he should take upon himself the privilege of doing the work and protecting the interests of the lumber dealers. Our association was very instrumental in working out a satisfactory law and it is likely that the laws of other states will be framed to cover the good points of the New York state law.

Our secretary, Mr. Perry, has also spent a great deal of time in the name of the association in working on the new proposed building code for the city of New York.

Our association has also been active in the matter of the proposed recommendation regarding the workmen's compensation bill for the state of New York. Through our association the bill was somewhat modified, although the bill as passed is considered most drastic.

With reference to the matter of five per cent universal increase in freight rates. This matter received very serious consideration at the hands of the board of trustees and after due deliberation it was thought best not to attempt anything at all in connection with it on account of there being so much diversity of interests represented in this proposition and such wide difference of opinion regarding its ultimate working. Should there be sny discrimination against lumber when the matter is finally determined, it will then be in line for our association to take up the matter through its proper committee and get fair and just treatment.

A recommendation has been made by one member of the committee that

the association should pass a resolution favoring legislation whereby timber will be taxed as a crop and not annually as at present. We hope such a resolution will be presented to the association and receive favorable consideration.

In view of the importance of the discussion on car stake, a special committee had been in force with a view of shaping congressional action in this direction. C. F. Craig is chairman of this committee, and his report was listened to with interest. This report also follows in part:

#### Report of Special Congressional Car Stake Committee

Apparently acting on the suggestion contained in the last annual report of this committee, the board of trustees, at a meeting held on May 23, 1913, requested that this committee hold a meeting and present to the board its recommendations as to future action.

Pursuant to this request, the car stake committee held such meeting on November 11, 1913, and embodied its conclusions in the following report to the board:

The committee recommends that (1) Immediately after the present proposed five per cent advance in freight rates shall be allowed by the Interstate Commerce Commission and become effective, the association shall ascertain the probable cost of proceeding on the lines outlined by William A. Stone, in his letter of September 27, 1910, addressed to F. R. Babcock, then chairman of the committee.

(2) That with the above information in hand, all affiliated associations likely to be interested in the matter shall be approached and their interest judged by their willingness to render financial assistance.

(3) With sufficient interest manifested, and with the necessary funds in hand, the association shall then proceed, acting on the suggestions of William A. Stone, who shall be employed as chief counsel to prosecute the complaint.

(4) Should the board of trustees adopt these recommendations and order the committee to proceed with the case, the committee recommends and solicits from the association a contribution from the treasury of \$500 as a nucleus to the necessary fund and as an evidence of good faith to co-operating associations.

In addition it is suggested that following the law on the subject of car stakes as enacted and enforced and in practical operation in the state of Florida, an effort be made to secure the passage of similar legislation in as many as possible of other states originating considerable shipments of lumber.

At a meeting of the board of trustees held December 23, 1913, this report was ably presented by F. R. Babcock and adopted by the board as presented. The appropriation of \$500 requested by the committee, as a nucleus of

the appropriation of \$500 requested by the committee, as a nucleus of the fund necessary for the prosecution of a new complaint, has been made by the trustees and is now available for the purpose.

The Florida state law, mentioned in the committee's report, was cited in extenso in our last annual report. It gives, within the state of Florida only, precisely the relief sought for by our former complaint before the Interstate Commerce Commission and is being generally observed by the railroads on intrastate shipments originating at Florida points.

Pending the arrival of the psychological moment none of the affiliated associations have been officially approached, but unofficial discussion leads to the belief that all shippers affected by the former ruling of the commission are change under the unjust expense to which they are subjected, and that the time is ripe for a further attempt to obtain the relief to which we believe we are entitled.

Not only as a matter of justice, but as an economic problem in the line of conservation of our natural resources, this subject is entitled to the fullest consideration.

The secretary then read a telegram from George H. Holt of Chicago, saying that he would be in Buffalo on Thursday to discuss the question of appropriating \$1,000 to act in conjunction with other associations, in the preparation of an experts report and necessary statistics tending to disprove insurance statements and statements made by advocates of substitute materials.

Following the announcement of the banquet in the evening, the meeting adjourned to Thursday.

#### THURSDAY MORNING SESSION

The Thursday morning session was called to order at 11:15 by H. W. Blanchard. Mr. Blanchard read the report of Chairman M. J. E. Hoban of Brooklyn on coastwise insurance, in the absence of that gentleman. Mr. Hoban's report said that the members of the committee were widely separated and that as nothing of a definito nature has been submitted no meeting had been called. The report said that in the past five years recommendations advocating the formation of mutual insurance in coastwise insurance had been made. He said, however, that conditions are gradually changing in coastwise trade, and tonnage by vessel is yearly growing less; that steamship lines are putting in service at the more important ports

and transportation by cars is increasing. Hence, the report said, the possibilities of any scheme for mutual insurance are lessening each year.

The report said that an experienced actuary in New York City stated that it is not safe to attempt to organize a separate mutual company in this line at present, one of the main difficulties being the inability to control the amount at risk. It said that vessel cargo ranged in value from \$2,000 to \$40,000, and it would be possible in one storm to have several losses.

The report concluded with the statement that before members agree to have the insurance handled by the association, a department might be organized to handle that matter at a considerable saving, as the placing of a large line would undoubtedly be effected at much lower rates. This would result in eventually gathering figures which would prove the advisability or inadvisability of handling it on a mutual basis.

F. R. Babcock of Pittsburgh represented the association at the recent meeting of the Chamber of Commerce of the United States at Washington. He read a detailed report of the results of that meeting. Mr. Babcock said that he had had some difficulty in impressing upon members the necessity of their moral as well as their financial support in connection with the work of the National Chamber of Commerce. He said that care with which the referendums are compiled and the information disseminated and considered by nearly 500 organizations, representing approximately 250,000 individual business men, should make a decided impression upon all business men as to the importance of the organization's work. He said that the result of these efforts is of enormous weight and importance, and that the findings resulting from these referendums are of extreme value as indicating the sentiment of business men of the country. He said in nearly every case the results have indicated a surprising unanimity of opinion among the business interests.

Mr. Babcock then told of the personnel of the administrative officers of the organization, stating that this is a strong argument tending to prove the importance of that body. He said that all questions are handled by speakers who are eminently capable in their respective lines, and that at the recent convention, the keynote was a spirit of fairness to the nation, and in behalf of every interest, whether it be capital or labor, the desire that the law should be fairly interpreted and fairly enforced; that all laws should be fair to capital as well as to labor, and fair to labor as well as to capital.

Mr. Babcock said that it has been demonstrated clearly that because a corporation is large it is not necessarily operating against the public good; and that when any corporation or body of men is trying to monopolize any trade it should be under government control.

Mr. Babcock stated that while much has already been accomplished, a great power of influence is just beginning to make itself felt on the administration of various departments of the government which will greatly influence them in their deliberations. He said that in this way the National Chamber of Commerce has fully justified its existence.

In conclusion, he urged that those who have not already done so assist to the extent of \$25 individual membership, and as much more moral support as could be rendered. He said that some one medium is certainly needed through which the lumbermen can handle their national problems, and that inasmuch as the Chamber of Commerce of the United States offers an entirely legitimate medium for that purpose, and as long as that organization keeps out of politics the lumber industry can safely trust its problems to it.

Mr. Babcock was followed by General Field Secretary Mr. Trefz of the Chamber of Commerce of the United States, who described its organization and method of operation. Mr. Trefz made the somewhat surprising statement that before this body was formed, Turkey and the United States were the only nations which maintained no such organization. He declared that in Germany the remarkable industrial advance which has been made in recent years is due to the assistance rendered by the government as secured through the efforts of the body similar to that now maintained in this country. Mr. Trefz said that complaints and suggestions made by the lumber

trade in connection with legislative matters at Washington have always given the impression to the legislators that these requests and recommendations were actuated by selfish motives, as the appeal had been made by the trade itself or by individuals. He said that by using the medium of the National Chamber of Commerce, such suggestions would bear more weight, and would be considered as coming from an actual need. Mr. Trefz said that of twenty suggestions made regarding national legislation, thirteen had been embodied in whole or in part in the recently enacted currency law.

Secretary J. E. Rhodes of the National Lumber Manufacturers' Association was the next speaker. After stating that he would be glad to do everything possible to advance the general interests of the lumber trade, working in co-operation with the wholesalers' association, he reviewed the various questions which have come before his association during the last couple of years.

Mr. Rhodes concluded with an invitation extended to the wholesalers to attend the annual meeting of the National Lumber Manufacturers' Association, which will be held in Chicago in connection with the Forest Products' Exposition.

George S. Wood, manager of the Forest Products' Exposition, outlined the plans having to do with the expositions in Chicago and New York. He expressed himself as appreciative of the efforts made by trade publications to advance interest in the exposition. He stated that more work had been done by those publications than in connection with any expositions in the history of such efforts.

Secretary Perry read a notice regarding the new workmen's compensation law recently passed by the New York legislature. This law will go into effect July 1, and according to the notice will probably increase liability rates to an amount five times those at present in force. Inasmuch as rates paid by lumber operators and operators in wood are about as high as they can stand, a meeting was called for Friday, March 6, to discuss plans looking to the organization of a lumbermen's mutual casualty insurance company.

F. S. Underhill of Philadelphia opened a discussion of the workmen's compensation law, stating that the time is ripe for intelligent organization of this sort. He moved that a committee of seven be appointed to take care of all matters of this sort.

F. E. Parker of Saginaw, Mich., said that a state compensation law has been in effect in Michigan for about a year, and that lumbermen are pretty well satisfied with the results obtained. He said that among the features working out to a desirable conclusion are limited compensation allowed, payment of compensation direct to the injured party and other features.

J. V. Stimson of Huntingburg, Ind., J. R. Williams of Philadelphia, F. R. Babcock of Pittsburgh and Secretary Perry also spoke on the subject.

After considerable discussion a motion was substituted for that of Mr. Underhill, referring the question to the trustees with the recommendation that they appoint a special committee to handle the problem.

The morning's session then adjourned.

#### THURSDAY AFTERNOON SESSION

The afternoon session was opened by a report of J. M. Woods, chairman of the committee on forestry. This follows in part:

#### Report of Committee on Forestry

Probably the most important matter of national legislation affecting the forest is the Newlands bill, whose author and sponsor is United States Senator Francis G. Newlands of Nevada. It provides an appropriation of \$60,000,000 annually for ten years, or \$600,000,000. It is called by some the conservation pork barrel, but tank steamer would be a more appropriate cognomen. It covers about everything in the heavens above, the earth beneath, and the waters under the earth, and is so adroitly drawn that each section of the country gets a slice, but in some sections the slice is so small it will be hardly noticeable. It is understood the President approves it and Secretaries Lane, Redfield and Houston of the Cabinet have agreed to back it to the limit. Secretary Garrison of the War Department is not so enthusiastic over the project, and the Army Engineers do not look with favor on the scheme. This is how the appropriation is proposed to be parcelled out.

1 or the	Mississippi river from St. Louis to the Gair of Mexico.	10.000,000
For the	dramage of the Missouri river and of the other rivers	10,000,000
For the	territory including the drawinge asin of the Colorado	
river		5,000,000
Diam observe	declinate having of the places therefore the cost on the the	

Sacramento and San Joaquin valleys or into the Pacific ocean
For the drainage basins of the Columbia and Snake rivers and
other rivers flowing into the Pacific ocean in Oregon and
Washington 5,00

This is, as can easily be comprehended, a far bigger, a far fatter and a far juicier piece of pork than that dangled annually in the rivers and harbors appropriation bill, did people but know it and thoroughly understand it. And if they did but understand it they would throw overboard the old ways of "improving" rivers so quickly and set the reluctant Army Engineers to work on the new system so rapidly that those surprised officials would hardly know on which end they were stiting.

Senator Newlands in the Congressional Record tells the people of the mation what the bill is and what it will accomplish and the forces opposed to ft. This is his own language:

A comprehensive, practical and efficient measure is the Newlands bill for the control of the floods of this great valley, and it is growing more and more in public favor as it is better understood. The makeshifts and patchwork efforts of less comprehensive measures are falling more and more into disfavor, particularly when the secret forces opposing the Newlands bill are discovered. The public is rapidly learning that the same influences that control to the public is rapidly learning that the same influences that offers the public is rapidly learning that the same influences that offers the public is rapidly learning that the same influences that offers the public is rapidly learning that the same influences that offers the public is rapidly learning that the same influences who do not desire the least constrained to survey and type the constraint of the politically powerful leve boards, powersite specialistic who do not desire the least constrained to survey and invest the reservoir and power sites in the source-stream country, those innanciers who do not desire the internal development work of the government co-ordinated and made fully efficient, and those national politicals who desire to retain power to choke off executive initiative, have a survey of the public of the Newlands tives regulated in the legislative form, and it is so designed as to ultimately solve all the great problems incident to the now uncontrolled drainage of the country in such a way as to rehabilitate the navigable waterways and put an end to waste of water, which means a waste of wealth.

Your committee recommend that this association go on record in opposition to this bill, that it is adding too heavy financial burdens on the nation.

No estimate has been made of the cost of investigation of the probability of benefits derived. When the Army Engineers do not look favorably on such a scheme there is the best of reasons for waiting. In the present financial and business conditions of the country there should be a pay-asyou-go policy and no new projects undertaken that involve large expenditures. At the National Conservation Congress held in Washington the forestry section presented a large number of valuable reports; eleven committees of from five to ten each, submitted valuable facts and data that has been put in book form by the American Forestry Association through E. A. Stirling, 1331 Real Estate building, Philadelphia. This society has but little funds and we understand these reports are free to our members. We respectfully recommend that the sum of fifty dollars be donated to help pay for the printing of these reports.

Upon motion of E. V. Babcock, suggestions to appropriate \$50 to aid the American Forestry Association in publishing reports was referred to the new board of trustees for final action.

Secretary Perry read the report of R. C. Lippincott of Philadelphia, chairman of the advisory committee to the American Forestry Association. The report said that that association has been more active and interested in this work during the last year than ever before.

The annual meeting was held in connection with the fifth National Conservation Congress at Washington recently, and was one of the most important of any for several years. Mr. Lippincott's report stated that the reports of the eleven sub-committees which had spent nine months previous to the meeting collecting data and information on special subjects were very able, and had been printed through the efforts of the American Forestry Association. These referred to the possibility of forest planting, state forestry policy, forest taxation, forest investigation, school taxation, utilization of federal forest policy.

The report paid a high tribute to the work of the American Forestry Association and recommended continued support on the part of the national wholesalers.

J. R. Williams, Jr., of Philadelphia urged individual membership on the part of the members of the National Wholesale Lumber Dealers' Association.

The resolution committee then reported, offering the following resolutions:

#### Report of Committee on Resolutions

WHEREAS, the Interstate Commerce Commission having given notice of its intention to consider the advisability of the railroads making some charge in addition to freight rates for special services performed on behalf of shippers who have private tracks; and.

WHEREAS, lumber moving in carloads is a very desirable commodity for the railroads to handle, being loaded by the shipper and unloaded by the consignee, thereby relieving the carriers of labor cost and the maintenance of warehouse facilities; and

WHEREAS, shippers and consignees having sidetracks, having stood the expense of the installation of same; and,

Whereas, the use of such private tracks increases the facilities of the railroads by relieving the congestion which would otherwise occur at terminals and public team tracks, and reduces the demurrage charges and railroad per diem charges by more promptly returning the cars to the railroad service than can possibly be done where lumber is to be hauled to or from public team tracks:

RESOLVED, That the National Wholesale Lumber Dealers' Association, with a membership of over four hundred wholesale lumber dealers and manufacturers, in convention assembled, petition the Interstate Commerce Commission that no additional charges be granted the railroads for spotting lumber cars on such private tracks until after such private track owners and shippers may be fully heard in defense of the present custom.

WHEREAS. There is now, and for years and been, a large net profit on first-class mail, and whereas such profits have been entirely dissipated by the losses incurred in handling other classes of mail at less than cost of service, thus working an injustice on all users of first-class postage, therefore be it

RESOLVED, That a one-cent rate for ordinary letters should be accorded, at once, to all users of the letter mall, and we, therefore, ask members of Congress to support Senate Bill No. 152, introduced in the United States Senate by Hon. Theodore E. Burton, and House Bill No. 4322, introduced in the House of Representatives by Hon. Charles L. Bartless for one-cent letter postage measures, and to use their efforts to secure the passage of these bills with as little delay as possible.

The secretary of this body is hereby instructed to send copies of this resolution to our senators and representatives, and also to do everything within his power, by correspondence, publicity, etc., to accomplish the results which the National One-Cent Letter Postage Association is endeavoring to secure.

WHEREAS, there will be held in the Coliseum of Chicago, Ill., from April 30 to May 9, and in the Grand Central Palace of New York, from May 21 to 30, inclusive, the Forest Products Exposition which is being promoted by co-operative effort for the exhibition of forest products of all kinds, and

WHEREAS, the Forest Products Exposition will be held for the purpose of showing the public the magnitude, importance and influence of lumber industry, in all of its branches, as well as for the purpose of advertising the merits of wood as a building material and all other purposes for which it is suitable, and

Whereas, the Forest Products Exposition will have a great popular educational value that will be of direct benefit to the manufacturers and producers of forest products of all kinds, be it therefore

RESOLVED, that this association, in annual meeting assembled, heartily approves of the objects of the Forest Products Exposition, and that we urge our members and all others interested in the welfare of the lumber and allied industries, to support the exposition by active participation therein, and by attending the same personally, and urging their associates to do so.

Death has removed during the year three of the founders and early officers of this association, Alfred C. Tuxbury, William A. Crombie and William B. Millard. These men gave freely of their time and service in the interests of organized lumber trade. They were bonored by all, and their passing is noted here with sorrow and a keen sense of our loss.

RESOLVED, that the president and secretary of the association convey to the members of the families of the deceased this minute, and express te them our deep sympathy.

WHEREAS, it appears to this association that inexact and unreliable statistics regarding insurance and substitute material for lumber are being compiled and published to the hurt of the lumber trade, therefore be it

RESOLVED, that this matter be referred to the trustees with power to act alone or along with other associations with a view of placing both properly before the public.

WHEREAS, the railroads are asking of the Interstate Commerce Commission an increase of five per cent in freight rates and claiming urgently the need of same; and,

the need of same; and, WHEREAS, the members of this association are interested in a large way in the right and prompt adjustment of this claim; therefore be it

RESOLVED, that we join in asking the commission to render at as early a date as possible its decision in the matter in the interest of the railroads, the lumber shippers and the commerce of the country in general.

WHEREAS, the tendency of the general property tax in its application to timberlands is inequitable in its results because it forces rapid wasteful cutting and threatens confiscation; and,

WHEREAS, a yield tax on timber is equitable to all, is definite and easily administered and correct in principle because the tax is taken when the income is realized, therefore be it

RESOLATE, that this association endorses the principle of a yield tax on timber and urges it as the correct policy toward timberlands in all states having forest interests.

RESOLVED, that the members tender to President Walcott and his associate executive officers appreciation of the faithful services and efficient handling of the association interests during the present year.

RESOLVED, that we appreciate the very kind invitation extended to have us come to Buffalo, and desire to thank the Buffalo & Tonawanda Lumber Association for their care and oversight of our members while visiting Buffalo

RESOLVED, that we desire to express to the Iroquois Hotel Company our appreciation of its very generous treatment during this meeting which has added materially to the success and pleasure of our convention.

Following the report of the committee, there was a heated discussion again regarding the proposed five per cent increase. The résolution on this subject simply urged prompt and rightful decision in the matter on the part of the Interstate Commerce Commission, in the interest of railroads, lumber shipments and general commerce of the country. Some expressed themselves as believing that the resolution should be couched in more forceful language. It was suggested that a substitute resolution be offered asking for immediate decision in favor of the proposed increase. This was strongly objected to by others. Finally the convention adopted the resolution as offered by a majority vote.

E. V. Babcock of Pittsburgh, chairman of the nominating committee, presented the following names as trustees for three years and they were duly elected:

W. W. Knight, Indianapolis; Alexander Willson, Pittsburgh; C. F. Treadway, New Haven, Conn.; A. L. Stone, Cleveland, O.; C. H. Hershey, Newark, N. J.; M. E. Preisch, North Tonawanda, N. Y., and B. F. Betts, Philadelphia.

F. R. Babcock of Pittsburgh then opened the nominations for officers, and speaking in glowing terms of the unusual loyalty, ability, excellent judgment and generally high character of Gordon C. Edwards of Ottawa, Ont., presented his name for nomination for president for the ensuing year.

The nomination was seconded by C. H. Prescott of Cleveland, O. Mr. Prescott in seconding Mr. Babcock's nomination stated that Mr. Edwards had never missed a meeting of the board of trustees or the executive committee. The election of Mr. Edwards was unanimously recommended by the association.

Thus, for the first time in its history, the association has a president whose residence is without the boundaries of the country. His choice is unquestionably an unusually popular one, as he enjoys the full confidence, entire respect and the deep affection of all of the members.

Mr. Walcott appointed F. R. Babcock and C. H. Prescott as a committee to escort Mr. Edwards into the convention hall. He was brought in in a rather unusual manner, on the shoulders of the reception committee, and was greeted with tremendous applause from the members.

Mr. Edwards expressed himself in a fitting way as appreciative of the honor, and also stated that he was confident that the Canadian trade would be fully appreciative. In his talk Mr. Edwards was solicitous of the co-operation of the membership and also dwelt upon the importance of building up that feature of the association.

M. E. Preisch of the local entertainment committee then spoke a final word of appreciation for the convention, after which the session adjourned.

The trustees met following the adjournment and the following officers were elected:

PRESIDENT Gordon C. Edwards, Ottawa, Ont. FIRST VICE-PRISIDENT—W. W. Knight, Indianapolis. Ind. SECOND VICE-PRISIDENT—A. L. Stone, Cleveland, O. SECENTAL—E. F. Perry, New York, N. Y.

#### THE ENTERTAINMENT

The annual banquet held in the Iroquois hotel on Thursday evening, at which both the men and attending ladies were present, was an unusually brilliant affair and 300 members, guests and ladies were

Retiring President Walcott delivered a final message to the association on this occasion. He outlined the excellent results obtained through the association efforts in the past years, and predicted that the future of the association could be nothing else than brilliant. Mr. Walcott introduced Gordon C. Edwards, the newly elected

president. Mr. Edwards responded with a brief acknowledgment of the honor of the election.

John Archdeacon Murphy of Buffalo was introduced as toastmaster. Those who responded to toasts were: Hon. John V. Sisson, congressman from the fourth Mississippi district; Hon. Rodolphe LeMieux, former postmaster-general of Canada; Edward F. Trefz of Chicago, field secretary of the Chamber of Commerce of the United States.

On Wednesday night a well arranged and unusually successful smoker was given for the benefit of the men, while a musical program and reception were provided for the ladies, in the parlor of the hotel. In both cases suitable light refreshments were served.

Hugh McLean, prominent in Buffalo lumber circles, tendered a luncheon at the Buffalo club at one o'clock on Thursday, at which the Hon. Rodolphe LeMieux, former postmaster-general of Canada, was the guest of honor.

The entertainment committee in charge of the local arrangements was composed of: M. E. Preisch, M. M. Wall, John McLeod, C. W. Betts, Henry J. George, Isaac N. Stewart and Arthur W. Kreinheder of Buffalo, and James L. Crane and R. T. Jones of Tonawanda.

#### Action on Through Bills as Affecting Demurrage Much interest is manifested among lumber exporters here in the

report of the House Committee on Merchant Marine and Fisheries, which has just been submitted to the House and which recommends legislation bringing water carriers that do an interstate business and foreign steamship lines entering American ports under the supervision of the Interstate Commerce Commission. The committee engaged in an extended investigation of steamship combinations, and the report is at least in part based upon the facts learned in the course of this investigation. The proposed legislation would give the Interstate Commerce Commission the same complete authority over the American domestic steamship companies, with the power to regulate rates and determine maximum freight and passenger charges, as it now exercises over railroads. It is further proposed that the foreign steamship lines be required to file their agreements and understandings with other companies; that the commission be empowered to make investigations into unreasonable rates; to inquire into unfair practices, with authority to compel their discontinuance, and to prohibit the use of fighting ships and deferred debates. The investigation made has shown to what a large extent agreements to divide traffic and to apportion returns as well as to fix rates arbitrarily are entered into by the foreign steamship lines, competition being practically eliminated. The matter of special interest to exporters, however, is the refusal of the steamship lines to accept through bills of lading unless the lines are exempt from liability for demurrage on cars and because of other conditions which are burdensome to the shippers. Under existing circumstances the exporters are entirely at the mercy of the steamship lines, which delay taking lumber and logs intended for export as long as suits their convenience, and frequently keep loaded cars at terminals for week and even months. The railroads felt impelled to fix time limits and insist upon demurrage, which the exporters refused to pay because the delay was not any fault of theirs. The steamship lines avoided responsibility by the simple expedient of refusing to recognize through bills of lading. It was this state of affairs which prompted the exporters to complain to the Interstate Commerce Commission about the railroads. A date for a hearing last year was set, but afterward postponed, it being clearly recognized that the railroads were not at fault. Later a bill was offered in the House which requires the railroad companies to issue and the steamship lines to recognize through bills of lading; but here againthe difficulty was in a lack of authority with the Interstate Commerce Commission over the foreign steamship lines. The recommendations of the Committee on Merchant Marine and Fisheries is designed to meet this lack of authority. It is felt by the exporters that when foreign steamship lines require the former to enter into contracts for the shipment of lumber and logs, the carriers should be held to furnish adequate facilities and that there should be some power to restrain them from enforcing onerous and inequitable requiremenlts.



# Oak in the Planing Mill

4 (10)

1.00

9.00

8.00



Differences of opinion make many other things than horse races. For example they may make for or against the use of certain kinds of lumber for a given work. Opinions, not backed up by supporting facts to justify, have been responsible for a share of substitutes for wood in car building, in millwork, in furniture and in many other lines. Most of these opinions originate outside the lumber fraternity itself, but now we have before us a case where opinions within the lumber fraternity may offer some handicap, for instance in the use of oak in the planing mill.

At a recent meeting of the Ohio Retail Lumber Dealers' Association there was an interesting blackboard talk by the newly elected president, S. S. King, of Dayton, Ohio, in which he presented the results of two calculations of cost in millwork, one of working yellow pine and the other of working plain oak,

These two calculations were as follows:

#### Cost, 1,000 feet .... Handling . 1.50 Ripping and cutting ... ... 9.00 Cross-cutting ..... Loss in ripping and cutting..... Sticker work. Sanding Burdling Overhead, including delivery. 4 85 1.00 PLAIN OAK Cost. 1.000 feet .... ..... \$ 60,00 Handling placing on sticks)..... Ripping and dressing..... 5.00 Cross-cutting ..... 2.00 Loss in ripping and cutting (300 feet)..... 20.00 Sticking Sanding

Total (cost of 700 feet left to sell).....

Kiln drying and loss through drying.....

These figures should be carefully studied and compared by those interested in the manufacture and sale of oak lumber because there is room for a difference of opinion. No one will question that it costs more to work plain oak, quartered oak or any other hardwood in the planing mill than it does to work pine. Pine is about the easiest of all our native voods to work and is acknowledged to work with less waste than almost any other wood. The difference in opinion is likely to come as to the amount of difference which should be figured up for working oak and pine.

Taking the items of the original lumber cost from the totals in these calculations we have a cost of \$25.52 for working pine and a cost of \$54.65 for working oak. This makes the cost of millwork in oak figure more than double the cost in pine. If this is not a fair estimate and the cost applied to oak is disproportionate it indicates an unfair handicap against oak in planing mill work. That is why those interested in oak should study and analyze these figures and set themselves about correcting any errors that may appear in the

Taking the first item in the list, we find a charge of \$1.50 for handling pine, whereas the charge for handling oak and placing it on sticks is \$2.50. Then we have ripping and dressing and cutting made into two items and totaling \$7 per thousand for oak, whereas the ripping and cross-cutting of pine shows a total of only \$4. The presumption here is that pine is received already dressed, which is true in some instances. In many other instances, however, pine for planing mill work is purchased rough, consequently there would be a dressing charge. The next item to note is that the loss in ripping and cutting on the pine is figured at \$4.20 while the loss in ripping and cutting on oak is figured at \$20. That is a difference that looks too wide or else the original cost of the oak is figured too high. A waste of this kind would indicate a low-grade oak, whereas the figures

of cost suggest oak of a good quality which should not waste a great deal more than pine of the same quality.

The next two items on the list show favor to oak and they are the only two which do. The sticker work and the sanding both show cheaper on the oak than on the pine. The overhead charges on the oak is given at \$9.00, whereas the overhead charges, including delivery, on pine is given at \$5.47. Evidently this overhead is figured on a percentage basis charging in relation to the total charge for work, which of itself offers room for a difference of opinion.

The final item in the list of oak cost, that of \$8.00 for kiln drying and loss through drying, is deserving of some special attention. There is no charge whatever for kiln-drying pine. This charge is evidently omitted on the theory that the pine is kiln-dried at the sawmill before shipping and the drying cost is included in the original selling price. Sometimes oak may be kiln-dried at the mill, too. That, however, is not the important point for consideration in this instance. The important point is found in the fact that the oak is given a thorough kiln-drying before it is used in the planing mill or at least the kiln-drying should be thorough with this charge against it. This puts it in much better shape for cabinet work and for interior trim than one usually finds pine. The millmen manufacturing and shipping yellow pine go through the motions of kiln-drying and some of them do the work more thoroughly than others, yet it is seldom indeed that one receives what is called kiln-dried yellow pine lumber that can be depended upon for doing first class joinery. As a manufacturer of oak flooring puts it, when the pine folks are through kiln-drying they are just at the point where the oak man is beginning his serious work of thorough drying, which means that to qualify pine for comparison with oak in millwork or any other high grade joinery it should be thoroughly kiln-dried at the planing mill and have substantially the same charge for this work put against it as is given for oak.

There is no question of the earnest intent of the men who presented these figures and discussed them, but there is room for questioning their fairness to oak. Those taking part in this discussion were not thinking anything about the welfare of oak as compared with pine, but were earnestly concerned with impressing upon all present the idea that costs often mount higher than they are figured up at. That at least has been the purpose of most association cost figures and demonstrations-to stimulate higher charges for cost items to the end that better prices will be asked for the finished product. It is a commendable idea and the lessons were undoubtedly needed, but there should be a way to get the lessons without being unfair to oak or any other kind of wood.

The manufacturers of hardwood doors of the veneered type have for years been boosting these in competition with the cheaper solid pine doors, not only because of their better appearance and their superior quality, but they have sought to impress time and time again by illustration that the extra cost of the hardwood door is so small that it will not amount to an item of more than \$20 or \$25 in the equipment of an ordinary home. Had they figured on the same basis of the figures shown above their calculations would easily show the hardwood doors costing twice as much as those made of pine.

There is a whole lot in the view point. If a man sets out to show that it costs a millman more to work oak than it does to work pine. he can easily find incidents and figures to back up his argument and to show that he is right. On the other hand, if he is interested in boosting oak he can easily find a way to make these figures show radically different results. This would make a wide difference in opinion and each case perhaps result in error. The right way to figure these things is to take the middle or unbiased ground, study each analytically and without a desire to prove any special point, but with the one purpose of finding out exactly what is what.

Admittedly it costs more to work oak or any other hardwood than it does to work pine. It is a harder wood and requires a little more care in handling and it calls for a higher order of finish than is expected on yellow pine. When it is finished, and when it is finished properly, one has a product to be proud of. Oak is a wood that may be made to take the same high finish in millwork as is shown in the best grades of turniture, which is a finish that no one pretends to get from pine. There is no comparison on this point. If there were people would be making furniture of pine and offering it in competition with oak. Even if the cost figures show double those given in

this case, the quality of the finished work justifies the extra cost. This is no reason, however, for putting a handicap on the progress of oak with an unnecessary burden of cost in the figures. That is why those interested in the manufacture and sale of oak should study these figures and get other figures for comparison to the end that they may remove the handicap of extra cost charge against the working of oak.



# The Wood that Goes into Aeroplanes



Probably the most exacting use of wood at the present day is required in the manufacture of aeroplanes. The making of these machines is a new industry, and as yet not a large one; but it is of great importance and its importance will increase. It seems that there is no substitute for wood for certain purposes-shuttles is one and aeroplanes is another. These air machines are being made in various parts of the world. Some of the earliest were manufactured in Missouri, and now a factory is getting under way at Grinnell, Iowa-the Grinnel Aeroplane Company. A

machine is now being built there for W. C. Robinson, which is expected to establish some world records. The present motor is 110 horse-power, but if that comes up to expectations another of 220 horse-power will be made. The machine will be ready for the great contests to take place next year at the San Francisco fair.

The Thomas E. Powe Lumber Company of St. Louis is furnishing the ash for the manufacturing company at Grinnell. For some reason, the Missouri ash appears to possess special properties fitting it for aeroplanes, and manufacturers have been drawing supplies from that region for some time. Such ash must have every good quality and no bad ones.

Two years ago the Forest Service published a report of the woodusing industries of Missouri, containing what was said to be the first government statistics on woods manufactured into aeroplanes. The report was short and is quoted below:

"The making of aeroplanes is a new industry in this country, and Missouri is the first state to supply statistics of their manufacture. A few dozen were turned out in 1910, and only three woods were reported as to amounts, though others were made use of, at least for experimental purposes. Locust and red gum are mentioned, but the exact uses are not stated. Sitka spruce supplied eighty-four per cent of all; mahogany and white ash the rest. The actual amount of a wood in an aeroplane is small, but it is selected with much care and the waste is comparatively large. Scarcely any mechanism requires greater perfection in material which enters into its construction, for a defect is liable not only to ruin the machine, but to result fatally to the operator as well.

"The frame is made of spruce. It is necessary that the wood be straight-grained and free from knots and other defects. The strain on an airship is at times sudden and severe, and the machine is so constructed that it distributes the strain equally on all parts, or as nearly so as possible; and the wood is selected with the purpose that every inch of it must stand its part of the strain in critical moments.

"Much care is bestowed on the propellers. It is absolutely essential that they shall have the strength necessary to stand the strain, and at the same time no superfluous weight is allowed. They are sometimes made wholly of spruce, and at other times are built up of different woods. A built-up propeller may



WING BEAMS AND RIBS OF WORLD CIRCLING AEROPLANE, MADE OF SOUTHERN ASH FURNISHED BY THOMAS E. POWE LUMBER COMPANY OF ST. LOUIS

consist of a strip of ash in the middle of each blade, with spruce on each side, then layers of mahogany outside the spruce and thin pieces of ash outside the hub. A propeller constructed that way is believed to be stronger than one of solid wood. It at least offers the advantage of a more careful inspection of the material. One large piece may have defects within, which cannot be seen, but a propeller made of small pieces offers less chance for hidden defects.

"The pieces are held together with glue. It is claimed that if high grade glue is used and is

well applied, it joins the pieces of wood so firmly that before the pieces will pull apart the wood will break elsewhere. Mahogany is usually employed in making the steering wheels of aeroplanes."

It is safe to predict that a list of ten woods will embrace all that shall ultimately be found to possess the requisite properties for the manufacture of aeroplanes.

#### Some Second-Growth Prejudices

There is considerable prejudice in New England against whitewood. This is the tree known also as tulip and yellow poplar, but owing to the large amount of sapwood in the second-growth the name whitewood is usually applied. It is claimed by some manufacturers that whitewood is harder to work and causes more trouble from warping and checking than is the case with yellow poplar. As a result the high-grade material is brought in, while the local product is hard to dispose of at a profit. Other manufacturers claim that the prejudice against the wood is not justified and that with proper handling it will fill many of the places of the more expensive poplar. A maker of porch columns uses whitewood and states that it gives excellent satisfaction. Since the future demands for timber must ultimately be met for the most part by second-growth material, a better knowledge of secondgrowth hardwoods seems desirable. Chestnut is one of the most common trees in southern New England, yet many furniture manufacturers will not use it, preferring stock from farther south and west. While there are apparently grounds for this discrimination, it is quite probable that many of the objections could be overcome by improved methods of cutting, handling and selling.

An article appearing in an Illinois country newspaper, describing a recently completed sawmill operation, makes the statement that opens up an interesting possibility in sawmills. In describing the edger, the article says: "With this machine the operator can make any width wanted from two inches to twenty-four inches." Here we have the exceedingly interesting prospect of taking a six, eight, ten or twelve-inch board from the sawmill and after putting it through the magic edger, seeing it come out into a beautiful slab twenty-four inches wide. Truly, all the wonders in sawmilling have not yet been developed.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the address on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

#### B 677-Wants Swamp Ash, Mulberry and Black Locust Squares

Louisville, Kv., Mar. 5. Editor Hagawood Riccond. We have a customer in this city who is just about to start a basecall but factory. He is in the market for swamp ast, mulgerry and black locust. He wishes to ask to be 3 melos square v.38 melos long, and the mulberry and locust he wants in squares 25 x11 melos, and 15 x9 melos. If you can give us the names of any parties who could turnish us this stock, we would apprective sale.

This concern has been given a list of possible producers of the stock desired. Others wanting the information can have it on application to Hyapwoop Record. Editor.

#### B 678-Wants Yellow Pine Plastering Lath

Williamsport, Pa., Mar. 4. Editor Hantswoon Recome. Will you kindly furnish me with the names of nulls manufacturing 3 foot yellow pine pastering lath?

HARDWOOD RECORD will appreciate it if any concern in a position to furnish this stock would write this concern, using the keyed address.

--Emrore.

#### B 679-Wants Market for Second-Growth Hickory Dimension

Dennison, O., Feb. 27. Editor Harawood Ricorn: Can you give us the names of firms that use small dimension pieces cut from strictly second growth hickory.

This concern has been given the names of prospective buyers of this stock. Others interested can have the address on application to this office.—Editor.

#### B 680-Wants Market for Butternut Logs

South Bend, Ind., Feb. 27. Editor Harrwood Record: We have on hand about 50,000 feet fine butternut logs which we wish to cut into lumber, but not being acquainted with users of this material, we will greatly appreciate it if you will give us the names of such firms as you know to be users. Thanking you in advance for your kindness.

- LUMBER COMPANY.

This concern has been advised that it will probably be to its advantage to market these logs in log form, and has been given a list of a few prospective customers. Others interested can have the address on application to this office.—Editor.

#### B 681-Wants Names of Manufacturers of Wood Screws

New York, Feb. 28.—Editor Hardwood Broome: I shall feel greatly obliged if you will put me in touch with some manufacturers of American wood screws. This inquiry is made for my brother, who resides in London, and who desires to import these goods. Thanking you in anticipation, I am

The writer of the above letter is a responsible party located with a reputable concern in New York. He has been given a short list of wood screw manufacturers in the United States, and if any of our readers are interested they can have the address on application.—Editor.

#### B 682-Wants to Manufacture White Birch

Syracuse, N. Y., Mar. 3.—Editor Hardwood Record: Can you tell me through your paper what is the best thing to manufacture white birch into? I have a friend who has 12,000 acres, upon which is a large quantity of white birch.

This inquirer has been advised that the wood he probably has in mind is the paper birch, as the real white birch is but a minor species. A great deal of the paper birch is manufactured into spools, spool barrels and spool heads. It is an important item in the manufacture of pails and buckets. It is also used for box manufacture, for porch chairs and for the turned parts of other chairs and similar articles of furniture. It is used for clothespins and quite a quantity goes into the manufacture of crates. Dry

measures are also made from this wood, as are handles of various

Woodenware hoops also furnish a considerable source of consumption for white birch, as do the following: Interior finish, mouldings, saw horses, table slides, wheel parts, wasl:boards and wash benches.—EDITOR.

#### B 683-Wants Northern Hardwood, Oak and Gum Squares

New York, Mar. 3.—Editor Handwood Record: We would thank you to insert the following in your "Mail Bag": We are in the market for inardwood squares  $142 \times 142$  up to  $3 \times 3$ , in lengths running from 18 inches to 36 inches, principally 30 inches. We can use these in oak, ash, birch, beech or maple principally, and preferably in oak.

We are also in the market for several cars of gum squares  $2^{4}/\sqrt{2^{4}}/\sqrt{24}$  to 30 inches, sap no defect.

We would appreciate it very much if you could furnish us with the names of mills getting out this kind of stock.

This concern has been advised of the names of several people who are probably in the position to take care of them. Others interested can have the address on application.—Editor.

#### B 684-Wants Birch Squares

New York, Feb. 27.—Editor Hardwood Record: Can you give me the names of any manufacturers of birch squares?

This concern has been given a list of manufacturers of northern dimension stock. Those readers interested can have the address on application to this office.—Editor.

#### B 685-Defines "Merchantable Timber"

The following letter has recently been received from an esteemed reader of HARDWOOD RECORD, located in Kentucky. It has to do with a "Mail Bag" item which appeared in last issue, which attempted to define "merchantable timber," at the request of another reader.

The following definition is an unusually clear and concise way of putting it:

Lexington, Ky., Mar. 3.—Editor Hardwood Record: We notice an answer to the Philadelphia inquiry as to the definition of the word "merchantable" when applied to standing timber, and we take issue with you on your answer. We agree that it is a difficult matter to draw a strict line defining "merchantable stock."

The writer has always gone on the theory that in the purchase of standing timber, or in the purchase of logs, each particular case should stand on its own footing as regards the term "merchantable." As an illustration: Taking two separate and distinct lots or boundaries of standing timber. One, for the sake of argument, we will admit is twenty miles from transportation facilities; the other lot is ten miles from transportation. The two lots, however, when delivered to the point of transportation are of equal value. The low-grade timber, such as rough oak, rough or scrubby poplar, beech, pine and other cheap woods, standing on the tract twenty miles distant cannot be handled at a profit for the reason the expense incurred in handling will be more than the price at which the manufactured product from these cheap woods could be sold, but could likely be sold at a profit if brought from the tract only ten miles distant.

Both the seller and buyer are presumed to know the conditions, and we think the proper construction to be placed upon the term "merchantable" is where timber, when bandled in the most advantageous way, manufactured to the best advantage, and sold to the best advantage, shows a reasonable profit over and above cost of production.

That class of timber, trees or logs when handled, manufactured and sold to the very best advantage that shows a loss or falls to show a reasonable profit over and above the cost of production should not be considered merchantable, and we feel that each particular trade or transaction should stand upon its own footing.

This same question arose between the writer and some other parties owning timber in eastern Kentucky. The writer insisted on a clause reading as follows:

"For the purpose of this agreement, the term 'merchantable' is understood to be and means that class of timber, when handled, manufactured and sold to the best advantage, will show a reasonable profit over and above cost of production."

#### B 686-Wants Grape Crates Knocked Down.

Lockport, N. Y., Mar. 5. Editor Harnwood Recent: Can you give me the address of any firms in the East that make a business of selling box boards of any required dimensions? I wish to get some crates about one foot square on the ends and two feet long, ends to be made of elm and slats of basswood, preferably. I would like good clean stock, knots allowed if they are sound. The crates are to be shipped in a knock-down condition with the exception of the ends, which are to be nailed up. Boards are to be surfaced one side. Crates are for use in the shipment

This inquirer has been given the names of several people who could possibly get out this stock. Others interested can have the information upon application to this office. - EDITOR.

#### B 687-Wants Addresses Southern Handle Manufacturers

Cleveland, O., Mar. 5. Editor HARDWOOD RECORD: We are interested ir obtaining the addresses of handle manufacturers located in Louisiana and other points in the South. We are manufacturing automobile jacks and would like to get in touch with people making such handles. Will you kindly give our wants publicity in the columns of HARDWOOD RECORD?

A list of producers of the stock asked for has been supplied. Anyone having this material, and desiring to be placed in touch with the inquirer, may have the address upon request.-Editor.

#### B 688-Wants Several Cars Brown Ash

New York, N. Y., Mar, 5 .- Editor Hardwood Record: Can you give me a list of manufacturers of brown ash? I would like to get about three cars of 4.4 firsts and seconds, and one car 5.4 firsts and seconds.

Manufacturers of brown ash interested in this inquiry, may have the address upon application.—Editor.

#### B 689-Wants Second-Growth White Oak for Spokes

Tell City, Ind., Feb. 28.—Editor Hardwood Record: We are at this time in the market for a good many 1%"28", "ad 2"x3" second-growth white oak pieces, all of good forest growth. Could you put us in touch with this

The address of our correspond will be sent oak producers anxious to get in touch with this prospective customer .- Editor.

### Clubs and Associations

#### Annual Meeting Northern Forest Protective Association

On Tuesday, March 3, the Northern Forest Protective Association held it, third annual meeting at Marquette, Mich. The business session was held at the Marquette Club beginning at 11 o'clock in the forenoon, at which time the reports of the officers were read and the board of directors was elected for the ensuing year. At 1:30 the business session reopened at the Marquette Opera House, this session being open to the public.

Among the interesting features was a lecture on the Forests of Alaska given by R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, which was illustrated by about ninety lantern

A feature film obtained by the Federal Forest Service and representing the origin, rapiu development and results of a forest fire, which was shipped from California to the association for exhibition, was displayed after Mr. Kellogg's address.

Several addresses and papers upon subjects patent to the work of the association were well received.

A cordial invitation was extended to the people of Alger county to attend the meeting, and those who took advantage of this invitation were well repaid.

#### Annual New Jersey Lumbermen's Protective Association

'The New Jersey Lumbermen's Protective Association held its twenty ninth annual meeting at Newark February 24. The chief topic brought up was the suit of the government against the eastern states retail lumber dealers' associations and this was reviewed in detail. In his annual address Pres. Rudgers dwelt on the rights of the retailers to take steps to conserve their business against attacks by wholesale competitors. The decision of the lower court did not forbid the exchange of information between two or more parties, but only forbade the associations from combining to circulate their reports. In the final analysis, he said, it was a question of whether the retailers had the right to refuse to buy from their competitors.

The board of directors reported on the year's work and showed few complaints of sales made by wholesalers. The lien law which the association has sought for a long time to have changed was also discussed, the directors reporting that a new bill had been drafted which will be an improvement over the present one, if passed, which seems likely.

In the evening the annual dinner was held at the Cafe Washington. diners were furnished with paper caps and all hands joined in to make the occasion one of real good cheer. The attendance at the dinner was swelled by a number of wholesalers.

#### Monthly Meeting of the Lumbermen's Club

On last Monday night, March 2, the regular monthly meeting of the Lumbermen's Club of Cincinnati was held at the club's new headquarters, the Hotel Gibson. A large number of Cincinnati lumberman sat down promptly at 6:30 p. m. to a full course dinner which was much enjoyed. After dinner President Hagemeyer called the meeting to order. One of the first things done was the ordering of some flowers sent to the home of W. A. Bennett, one of the club's oldest members, who has been on the sick list but is now improving to some extent.

Alex Schmidt of the Francke Lumber Company brought up the matter of the proposed charge of \$2.00 per car for the spotting of cars, both loaded and empty, on private sidings and entered a protest against this extra charge. The result was that a committee, consisting of Fred W. Mowbray, chairman; Alex Schmidt, J. S. Zoller, J. E. Davidson and Geo. Morgan, was appointed to take the matter up with the railroads and the Interstate Commerce Commission if necessary, protesting against the charge. The same action is being taken by manufacturers in other lines of business likewise affected.

At this meeting under the constitution of the club it is necessary to appoint nominating committees to nominate candidates for the various offices, to be elected at the annual meeting in May. The chair appointed the regular committee, consisting of Chas. F. Shiels, Ralph Mc-Cracken and Harry R. Browne, and the floor selected the following members to act as an independent committee: Emil Thoman, chairman; Wm. Duhlmeier and Geo. Morgan. These two committees are to make the nominations and report at the April meeting their selections and then the campaign will be on in earnest. Usually these elections are very spirited, but always friendly, and the result has always been a very competent set of officers.

The club was fortunate enough to have as its guest Edwin J. McIntyre of Toronto, Canada, a representative of the Canada Lumberman and the Canadian Woodworker. After all of the business of the evening had been disposed of President Hagemeyer introduced Mr. MacIntyre, who delivered a very instructive address. He touched mostly on business conditions throughout Canada as he found them in his recent travels through that district, and stated that that section of the country has had its depression just like the balance of the country, but that now the business men of Canada are much encouraged and feel that the conditions are improving rapidly and that at least average business will be obtainable by early spring and growing steadily better as the season advances. Mr. MacIntyre predicts a splendid business for lumbermen during 1914.

#### Annual Meeting National Manufacturers to Be Held During Exposition

Secretary J. E. Rhodes of the National Lumber Manufacturers' Association, announces that the twelfth annual meeting of that organization will be held in connection with the Forest Products Exposition in the Coliseum, Chicago, May 5 and 6. This idea is surely a good one, as the National Manufacturers' Association is the sponsor of the exposition proposition, and by holding this meeting in this way, in connection with the exposition itself, it will give no little moral support to that project.

This is the second organization which has decided to hold a meeting in connection with the exposition, the other being the Northern Hemlock and Hardwood Manufacturers' Association, made up of Wisconsin and upper Michigan operators.

#### Philadelphia Golf Association Holds Tournament at Richmond, Va.

Horace A. Reeves, secretary of the Lumber Trade Golf Association, Philadelphia, announces that at a meeting held at the Union League at Philadelphia, February 21, it was decided to hold the annual tournament of the Lumber Trade Golf Association at the Country Club at Richmond, Va., May 26 and 27. This club extended to the association an invitation, including free use of the club house and course, from May 26 to 27, and members are invited to avail themselves of this privilege.

A large attendance is anticipated and it is believed the function will be one of the most enjoyable ever held.

#### Wood Preservers' Bulletin

The American Wood Preservers' Association, with headquarters at Baltimore, Md., has begun the publication of a quarterly paper devoted to the interest of the timber treating business. F. J. Angier, secretary of the association, is editor; C. C. Schnatterbeck, managing editor, and all members are contributing editors. The initial number contains eight pages of news and comment of interest to members and the general public.

#### Lumber Cut and Shipments

The National Lumber Manufacturers' Association has sent out a statement showing cut and shipments of lumber in January, 1914, compared with 1913. The figures were compiled from figures furnished by affiliated associations and mills not members of associations. The total cut in January, 1913, was 751,600,000, in 1914, 704,400,000; shipments in 1913 amounted to 826,900,000, and in 1914, 752,000,000.

Decrease in cut during January, 1914, under January, 1913, 47,200,000 feet Decrease in shipments during January, 1914, under January, 1916, 1916

Excess shipments over cut during January, 1913, 75,300,000 feet Excess shipments over cut during January, 1914, 47,600,000 feet

#### New Factory for Steelton, Mich.

It is reported from Steefton, Mich., that there will shortly be erected at that point a factory for the manufacture of bardwood products, which will represent an investment of \$20,000. This concern has negotiated with authorities at Steelton asking for the usual concessions regarding free sites, tax exemptions, etc., and indications are that the deal will soon go through.

The new industry will represent the investment of several outside capitalists, and will probably employ from twenty to thirty men.

### With the Trade

#### Old Furniture Plant to be Remodeled

Work has been started on installing machinery and remodeling the plant of the Iowa Furniture Manufacturing Company, Clinton, Iowa. The plant was formerly the Ingwersen Manufacturing Company. The new owners have announced that the furniture factory will be devoted to the manufacture of chairs, mostly dining room chairs. With the installation of the new machinery, the plant is to be enlarged and the present machinery will be so arranged as to secure greater officiency

#### Hardwood Flooring Plant at Newberry, Mich., Soon to Start

At the end of this month a new hardwood flooring plant now being completed at Newberry, Mich., will be in operation. Construction on the buildings has been pushed, and the installation of the machinery will be rushed with all possible speed. William Horner, who has operated a flooring plant at Reed City, Mich., for many years, accepted the proposition of the business men of Newberry, who offered a bonus of \$5,000 for the location of a branch factory at this city. The buildings will cover a considerable area and are all of brick and steel construction. Provision has been made for the growth of the business.

The main building, in which three flooring machines are installed, is 70x220 feet. Two other machines will be installed later. The dry kilns occupy an area of 80x100 feet. The mill with its three present machines will have an output of 40,000 feet of finished flooring daily, which output will be increased to 65,000 feet when the other two machines are installed. The plant will be operated day and night for some time to come, and will employ a force of from sixty to seventy five men at the start.

#### New Plant for Manistique, Mich.

Through the efforts of the Manistique Commercial Club a deal has been closed which will insure to that city another woodworking factory which will turn out broom handles, chair rounds and similar products, made from maple, birch and beech. The new enterprise will represent an investment of about \$250,000. The deal was closed between Manistique interests and Frank Sherke of the lower peninsula.

The plant will be located at Manistique in the spring, and will give employment to twenty-five or thirty men who will work the year round.

#### Felger Lumber and Timber Company Incorporation

On March 2 the Felger Lumber and Timber Company was incorporated. with a capital stock fully paid in. The principal place of business will be at Grand Rapids, Mich. At a meeting of the stockholders held on this date the following board of directors was elected: Otis A. Felger, Will R. Smith, Will L. Fassett, Earl H. Felger, George W. Ingram. Later at a meeting of the board of directors, the following officers were elected: Otis A. Felger, president; Will R. Smith, vice-president and manager; Will L. Fassett, secretary; Earl H. Felger, treasurer.

Mr. Felger, president of the company, is secretary and treasurer of the Memphis Band Mill Company at Memphis. Mr. Smith was vice-president and manager of the Stearns company of this city for several years; there fore his present line of work is somewhat familiar to him. Mr. Fassett, the secretary of the company, has been associated with Mr. Felger for a number of years. Earl H. Felger is a son of Otis A. Felger and has been Mr. Ingram was formerly connected with Henry G. Dykehouse

The Felger Lumber and Timber Company has been operating here for the past three years as an individual enterprise, handling northern and southern hardwoods. The new corporation will continue handling the

#### Boston Concern Moves to Canada

The Atlantic Lumber Company, Inc., whose head office has been at Boston, Mass., announces that it has moved to 110 Manning Chambers, Toronto, Ontario, Canada. This concern manufactures southern hardwood lumber and has mills at Knoxville, Tenn., Walland, Tenn., and Franklin, Va. The purpose of the move is probably to gain a stronger footbold with the desirable Canadian trade.

#### Big St. Lawrence Project of William Whitmer & Sons, Inc.

One of the most extensive and promising enterprises of recent date is that of the St. Lawrence Pulp and Lumber Corporation, of Canada, financed and controlled by William Whitmer & Sons, Inc., and the banking houses of Chandler & Co., Inc., and W. F. Fugua & Co., all of Philadelphia,

The company acquired timber rights, held under Crown grant, to a tract of some 640 square miles of spruce, balsam, cedar and birch timber and pulpwood located in the counties Gaspe and Bonaventure, province of Quebec, a veritable empire of timber. Its mills are located on Chaleur Bay (an arm of the Gulf of St. Lawrence), at the mouth of the Grand Pabos river, which itself forms a spacious bay. Before the tract was taken over by the St. Lawrence company the interests affiliated with its organization took the first essential step and had the tract cruised by a firm of expert timber estimators, Messrs. Le Mieux Bros. & Co., of New Orleans, La.

The property acquired presents practically ideal physical features for a joint lumber and pulp operation. The main physical features in the success of a proposition of this kind are: First, quantity and quality of raw material (timber and pulp wood); second, workability (ability to get the raw material out of the woods to the mills at proper cost); third, accessibility of the principal markets for the product. All of these features are possessed to a remarkable degree by the St. Lawrence property.

With regard to the timber contents, Messrs. Le Mieux Bros. & Co. report that, "the quality of the timber is very good, and much superior to anything that we have heretofore estimated in the Province of Quebec, or in Nova Scotia, or in New Brunswick, in all of which we have done a great deal of work in the timber. We have found a great area of this tract to be virgin forest; the timber along some of the streams has never been touched. The timber consists of spruce, balsam, cedar, white and yellow birch and scattered white pine. Disregarding the pine and birch, we estimate the quantities of timber on the tract log scale, Quebec rule, as follows:

Balsam ......1,212,000,000 feet 969 600 000 Spruce Cedar

Total merchantable timber.....2,302,800,000 Pulpwood ...4,040,000 cords We consider both the above estimates as very conservative, particularly



CENTLY INCORPORATED FELGER LUM- CENTLY INCORPORATED FELGER LUM-BER AND TIMBER COMPANY, GRAND RAPIDS, MICH.



OTIS A. FELGER, PRESIDENT OF THE RE- WILL L. FASSETT, SECRETARY OF THE RE- EARL H. FELGER, TREASURER OF THE RE-BER AND TIMBER COMPANY, GRAND RAPIDS, MICH.



CENTLY INCORPORATED FELGER LUM-BER AND TIMBER COMPANY. GRAND RAPIDS, MICH.

the pulpoward estimate. In estimating pulpoword, in order to be entirely conservative, we have stated it to be ten cords per age. Practically, there is an almost unlimited supply of pulpoword on this land enough to turn out easily from 60,000 to 100,000 cords per year. The property could easily support three sawmills of a capacity of 100,000 feet per day each."

In relation to the question of fire risk to standing timber, the St. Lawrence company is especially fortunate, for the property is in the Gaspe peninsula, which is completely surrounded by salt water, and is in that northeastern section of Canada which is subject to frequent and heavy fogs. The underbrush is kept so well dampened that the possibility of damaging fire is so remote that it may be disregarded.

As regards workability, the St. Lawrence property is equally favored. The tract is traversed by four main rivers, namely, the Grand Pabos, the Little Pabos, the West river and Port Daniel river. The timber is such that logging by railroad is also very convenient. This latter course has been decided upon as the best method for the development of the property. The land is billy, but not rocky. There are no broken or barren spaces, and on account of its freedom from rocky ledges it is heavily timbered, even on the tops of the highest hills. The land slopes back from the rivers at comparatively easy grades to large plateaus from 500 to 1,000 feet above the streams. Some of these plateaus are three or four miles in width. The soll is a rich, dark red sandy loam.

As to accessibility of markets, the property is accorded the double facilitics of steam railroad and ocean transportation. It is four days distant from New York by water and two or three days by rail. The Atlantic, Quebec & Western railroad passes near the mills, and steamers can be loaded at Rails' wharf, which is near the company's mills and is reached by its railroad. The St. Lawrence property is nearer in point of time to New York than the timber fields of West Virginia. Plans now being carried out provide for a sawmill of 150,000 feet per day capacity, a sulphite pulpmill of 100 tons per day capacity, a standard gauge railroad connecting with the A., O. & W., Rails' wharf, the company's mills and entering and traversing the timber limits. The sawmill should be ready for operation early next spring and the pulpmill somewhat later in the summer. About nine and a half miles of the railroad, including terminal trackage, has been completed and it is now in operation into the timber limits, reaching Camp No. 1. The mills and town site are located on the northeast shore of the Grand Pabos Bay, and are ideally situated from an operating standpoint. The sawmill and pulpmill face each other on the sides of two adjoining hills An arm of the bay runs in between them and is being dredged out to form a hot pond, into which the logs will be dumped and later drawn out for the sawmill or pulpmill. The town of Chandler, which has been built by the company, includes a bank (branch of the Bank of Nova Scotia), a hotel, company construction offices, two large general stores, storehouses, stables, about forty dwellings, etc. The present equipment now on the ground includes one 70-ton Shay cog-drive locomotive, one American Locomotive Company direct drive line engine, five steel flat cars for logs, one American log loader, with steam shovel attachment, one tugboat, barges, etc. Thirty additional steel log cars have been ordered.

#### An Unusual Planing Mill

In this connection is shown a photograph of the recently completed planing mill of the G. H. Evans Lumber Company, manufacturer and wholesaler of hardwoods and yellow pine, located at Chattanooga, Tenn. This mill has a daily capacity of 100,000 feet.

As can be seen from the photograph, the layout of the Evans plant is sciellent and gives ample provision for expeditious and satisfactory handling of its large export and domestic business.

G. H. Evans, head of this concern, has been one of the foremost sponsors

or red gum. He has made a close study of this wood and its adaptability for the various purposes to which it is being put. He also has made a close analysis of the best methods of treatment under various conditions, all of which information he has incorporated in a little pamphlet recently issued, which could very well serve as a hand-book on the proper handling of red gum, as it contains a great deal of new and extremely valuable information. Mr. Evans advises Hardwood Record that if any of its readers described to send out the pamphlet.

#### Changes Its Office

The Vicksburg Export Lumber Company, formerly of Vicksburg, Miss., manufacturer and exporter of southern hardwood, cypress and yellow pine, announces that since March 2 its Vicksburg office has been abandoned, as the company has taken over a band mill operation at Jackson, Tenn. The business will henceforth be conducted from the Jackson office under the style of the Missispipi Hardwood Company.

#### Ferd Brenner Plant Begins Operations

Interest in the new sawmill of the Ferd Brenner Lumber Company of Alexandria, La., which has been in the process of building for some little time, has been keen. This plant, which is modern in every particular and employs a great many unusual features, began operations the early part of this month. The mill building is sheathed with galvanized corrugated iron and is built on concrete foundations. The Prescott Company of Menominee, Mich., furnished the seven-foot band mill and other sawmill equipments, including the band resaw. It is expected that this plant will have a daily output of from 40,000 to 50,000 feet of hardwood.

#### W. Brown Morgan Soon to Leave Memphis

W. Morgan Brown will, on April 1, after fitteen years as secretary of the Anderson-Tully Company and one of the most prominent figures identified with the manufacture of standard packages from sawn shooks and veneers, leave Memphis to become president and treasurer of the Morgan Veneer Company, which has recently been incorporated under the laws of Arkansas, which is capitalized at \$100,000 and which will have its plant and general headquarters at Pine Bluff, Ark. The notice of this incorporation appeared in a recent issue of HARDWOOD RECORD. The other officers are: J. F. McIntyre of J. F. McIntyre & Sons, vice-president, and II. B. Strange, cashier of the Peoples Savings Bank, Pine Bluff, secretary. The company is rapidly completing its plant, which will be up to date in every respect, including sufficient dry-kiln facilities to take care of the daily output of two cars of single ply, rotary cut gum veneers. This will be in readiness for operation between May 1 and 15. Mr. Morgan will make his headquarters at Pine Bluff, but will leave his family in Memphis for the time being. Later, however, they will join him at that point. The company has assured itself ample raw material through a contract with the McIntyre-Mann Timber Lands Company, whereby it secures all the gum stumpage on the timber owned by that firm.

Mr. Morgan has been prominently identified with the Lumbermen's Club of Memphis, the Southern Hardwood Traffic Bureau and the Business Men's Club, serving the first for some years as a member of the river and rail committee, being now a member of the board of managers of the second, and having rendered signal service to the last named in connection with traffic matters. He has also come into national prominence through his position as chairman of the National Classification Committee of Wooden Box Interests, which has made a strong fight for equal



THE WELL-ARRANGED PLANT OF THE G. H. EVANS LUMBER COMPANY, CHATTA-NOOGA, TENN., GIVING AN EXCELLENT VIEW OF THE PLANING MILL, THE SHIPPING ARRANGEMENTS AND THE EXTENSIVE YARD.



V. BROWN MORGAN, PRESIDENT AND TREASURER OF THE MORGAN VENEER COMPANY, PINE BLUFF, ARK.

rates on goods shipped in wooden packages with these shipped in containers made of nior, strawboard and other materials

Owing to the fact that he is so popular and that he is a man of such undoubted ability, there is genuine regret among his many friends and associates here over the change in his business plans which makes Memphis loss him as a citizen

#### Cartier-Holland Lumber Company Moves Head Office to Grand Rapids, Mich.

The Cartier Holland Lunder Company of Ludington, Mich., sends the following self-explanatory letter to the trade:

For the convenience of our customers and to bring us in personal contact with them, we thought it advisable to move our sales office to Grand Rapids, and our new location will be Suite 731, Michigan Trust building.

"E. M. Holland will be in charge of the Grand Rapids office. On account of our mill cut not being completed, it will be absolutely necessary for C. E. Cartier to remain at Ludington, but it is his intention to become a resident of Grand Rapids at the completion of the cut at Ludington, even though the plant is moved elsewhere.

"Our being on the ground at Grand Rapids we hope will be a benefit to our customers and the trade in general, as we will be able to give them better service and will have a better understanding of what they require. We will be daily in communication by wire with the mill at Ludington in order to facilitate the prompt handling of everything, especially the urgent matters. We will hold open house at all times and would appreciate very much if our friends will take advantage and call."

The Cartier-Holland Company has been cutting for some time on its splendid new mill at Ludington and has been fortunate this winter in striking some exceptional logs. The mill is a really model plant in every way and the quality of the stock it has been turning out is absolutely above criticism. The new arrangement should place the concern in an even better position to give satisfaction to its trade.

### Accepts Position as Sawmill Superintendent for John B. Ranson & Co.

Olin White, manager of the Nashville branch of Wistar, Underhill & Nixon of Philadelphia, has resigned that position and accepted the position of superintendent of the sawmills of John B. Ransom & Co., also of Nashville. Mr. White located at Nashville five years ago when he originally installed the yard for Wistar, Underhill & Co., as the concern was then styled. His efforts to build up a business in Nashville have been unusually successful. Mr. White was formerly located in New York City, being connected with the lumber department of Brunswick-Balke-Collender Company. His acquisition by John B. Ransom & Co. should be to their distinct accountage.

Mr. White is succeeded by Ed Underhill, a nephew of F. S. Underhill, who has been Mr. White's assistant at Nashville for some time. It is generally conceded that his elevation to the management of the Nashville vard is justly deserved.

#### W. A. Passmore Lumber Company Organized in Alabama

The W. A. Passmore Lumber Company is the style of a recently incorporated concern, with offices at New Market, Ala. W. A. Passmore is president; Frank Pearson, secretary, and T. J. Gentry will superintend operations. This company owns 2,000 acres of fine virgin hardwood timber in the vicinity of New Market and will install an up-to-date 6-foot band sawmill with the necessary appurtenances. This mill will cut over 15,000 feet daily, and in addition the company will do more or less in the wholesale business.

Mr. Passmore formerly was vice-president and manager of the lumber department of the McMinnville Spoke & Lumber Company at McMinnville, Tenn.

#### R. J. Darnell's New Plant Ready to Start

One of the officials of R. J. Darnell, Inc., is authority for the statement that steam will be started this week in the big engine that is to drive the double band mill and resaw now practically completed at Batesville. Miss. It has been in process of construction for a number of months, in fact, ever since the plant was burned here last year and the decision was reached to rebuild it at Batesville instead of Memphis. Mc-Donough band saws and resaw have been installed and the equipment throughout is heavy. One big engine will run both the band mill and the resaw and will likewise furnish the motive power for the veneer machinery which is to be installed. The latter will be set up at the rate of two machines at a time until a battery of twelve has been completed. The plant will have a very large capacity and has been built at heavy cost. About 1,000,000 feet of timber has been gotten out already and facilities have been established, including the building of the Batesville Southwestern, that insure a steady supply of logs for the big mill. The firm owns nearly 20,000 acres of hardwood timber lands in that section and will draw on these for the necessary raw material. About 150 men will be given employment, all told. Harry Darnell resides at Batesville and will have general charge of operations there. He will be assisted by Roland Darnell, a brother, with headquarters at Memphis. R. J. Wiggs, one of the officials of the company, will have charge of the sales end of the business not only for the plant at Batesville but for the mill of the Darnell-Love Lumber Company at Leland, Miss. R. J. Darnell, head of the two firms, will look after the financing of operations at both points. The mill now about to start at Batesville was one of the landmarks at

### All Wood Finishers

should use our NATURAL RUBBING OIL, "ZERO" BRAND, "Direct from Well to Consumer."

Zero Bound Reg. t . S. Pat. Office.

# STILES BROS. Parkersburg, West Va.

Producers of Pure Natural West Virginia Lubricating Oil

### John G. Lockhart Lumber Co. Sheboygan, Wisconsin

We have the following Dry Stock and will make special inducement to move in early spring.

BIRCH IS UNSELECTED. RED ALL IN.

Above stock can be assorted as to grades. Can saw out on contract well boxed maple timbers and plank.

# VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

### This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

### Fred W. Black Lumber Co.

2245 S. Crawford Ave.

Chicago, Ill.

Memphis for a number of years. The firm, however, decided after the fire here that it would be more expedient to re-establish the mill at Batesville than to bring the timber from that point to Memphis. The railroad in question will likely be taken over by the Illinois Central system, with which it makes connection at Batesville. It was built by R. J. Darnell, Inc., but the books are now being audited with a view to determining the

### JAMES & ABBOT COMPANY **Lumber and Timber**

No. 165 Milk St., BOSTON, MASS.

#### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

ASH

OAK **CYPRESS**  **GUM** 

All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.

No manipulation of grades.

Located on La. R. & N. Co.

COLFAX, LA.

Consumers' inquiries desired

Birch Veneers. Also Elm, Maple and Basswood WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO, Tripoli, Wis.

LET US QUOTE YOU



#### SELLING LIST

GUM
200,000 ft. of 4/4" 1s & 2s Sap
200,000 ft. of 4/4 No. 1 Com. Sap
150,000 ft. of 6/4 is & 2s Sap
250,000 ft. of 6/4 is & 2s Sap
26,000 ft. of 6/4 is & 2s Sap
26,000 ft. of 6/4 is Gum. Sap
16,000 ft. of 6/4 Log Run Elm
15,000 ft. of 6/4 Log Run Elm
25,000 ft. of 6/4 Log Run Elm
25,000 ft. of 6/4 Log Run Elm
26,000 ft. of 6/4 Log Run Elm
26,000 ft. of 6/4 Log Run Maple
100,000 ft. of 6/4 Log Run Maple
100,000 ft. of 6/4 Log Run Maple
100,000 ft. of 6/4 Log Run Maple
10,000 ft. of 6/4 Log Run Maple

150,000 ft. of 4/4 Log Run Maple

OAK

150,000 ft. of 4/4 No. 2 & Btr. Oak,
can ship separate grades

13,000 ft. of 5/4 Log Run Oak,
principally good Common

60,000 ft. of 8/4 Log Run Oak

CYPRESS 50,000 ft. of 4/4 Select & Better Cypress

Cypress
75,000 ft. of 4/4 Shop Cypress
100,000 ft. of 4/4 No. 1 Common Cy.
70,000 ft. of 4/4 No. 3 Common Cy.
100,000 ft. of 4/4 No. 3 Common or
Pecky Cypress
74,000 ft. of 8/4 No. 2 Common Cypress, some thin
22,000 ft. of 8/4 No. 3 Comm Cypress
13,000 ft. of 8/4 No. 3 Comm. Cypress
24,000 ft. of 6/4 No. 3 Com. Cypress
24,000 ft. of 6/4 No. 3 Com. Cypress

20,000 ft. of 4/4 Log Run Poplar,

12,000 ft. of 4/4 Log Run Sycamore Our Grades Are Right.

M. E. Leming Lumber CAPE GIRARDEAU

Company MISSOURI

# Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

# eneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND OUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEP-TIONALLY GOOD.

Louisville

Kentucky

cost of the line and it is regarded as highly probable that negotiations will result in the sale of the property to the Illinois Central system.

#### Proposed Mutual Casualty Company in New York

Lumber interests in New York prominent in the National Wholesale Lumber Dealers' Association and also in the Lumber Underwriters, a fire insurance organization specializing in lumber risks, are taking steps toward the formation of a mutual casualty insurance company. The new compensation law becomes effective July 1 and as its provisions make it compulsory for employers within the state to insure themselves against accidents to employes, a company formed and operated upon mutual lines should prove of benefit. The law provides various forms of insurance, such as the state fund, mutual associations, mutual companies and casualty companies. The idea of those interested in the New York proposal is to give lumbermen of the state the best and most equitable liability insurance. A specializing mutual company will doubtless prove popular in the lumber trade. All the men behind the proposition are lumbermen with large experience in the insurance field. To many the question of this kind of insurance is entirely new, and for the purpose of discussing it in all its phases a meeting will undoubtedly be called.

#### New Cincinnati Timber Company

The Tennessee Timber Company is the style of a recently incorporated concern which has taken offices in the Second National Bank building, Cincinnati. Hall Hagemeyer is general manager and has full charge of the sales. Mr. Hagemeyer is vice-president of the Harriman Hardwood Lumber Company. The new concern will market the production of hardwood of the Harriman Hardwood Lumber Company, Harriman, Tenn.

#### New Chair Company at Rome, Ga.

The Rome Chair Company has started operations at Rome, Ga., and, as indicated by its name, will manufacture chairs. This concern is capitalized at \$10,000. The company has purchased the site and factory buildings of the old Chickamauga Manufacturing Company in North Rome. The machinery has been installed. In addition to its line of chairs, the company will manufacture lounges, davenports, porch furniture, swings, etc.

#### Stemmelen Lumber Company Locates Yard at New Albany.

The Stemmelen Lumber Company of Louisville has leased a tract of ground north of the Monon passenger depot at New Albany, Ind., and will maintain a yard there as a shipping point. A force of men was recently engaged in putting the tract in shape and loading and unloading platforms are being erected alongside the tract for the handling of the The Stemmelen Lumber Company is engaged in company's shipments. the wholesale hardwood lumber business, B. F. Stemmelen being president. The company will employ from fifteen to twenty men in its new yard.

#### Veneer Plant at Hancock, Mich.

The Widner-Johnson Company of Alpena, Mich., has been seeking information concerning the location and prospects of a veneer plant in or about Hancock. The main question raised by this company is regarding the supply of bird's-eye maple logs. If the company's demands in this particular could be met it would probably favor locating somewhere near Hancock. As there is plenty of this class of material in that country, the prospects are that Hancock will secure a new industry

#### Cicero Timber and Lumber Company

The Cicero Timber & Lumber Company of Grand Rapids, Mich., has filed articles of association, with a capital stock of \$36,000, fully subscribed. The stockholders are Emily J. Clark, Marguerite Wurzburg, Edward J. Clark, Sarah A. Clark, Josephine Bowen, Frank Clark, Gertrude C. Partridge, Edith C. Sligh, Irving M. Clark, Sarah A. Cole, Sherman Robinson, Esther L. Robinson, James French, Otto French, Howard French and Emily Heiss.

#### New Concern for Grand Rapids, Mich.

The Michigan Cabinet Company, the Kakorost Company and the Benedict Clamp Company have been merged as the Grand Rapids Handscrew Company of Grand Rapids. The capital stock is \$250,000, all but \$56,000 of which is preferred. Manufacture in the furniture line will be confined to manual training equipment, laboratory furniture and domestic science and factory furnishings. P. B. Schravesande is president; B. M. Fox, vice-president : G. W. Fortier, treasurer, and W. B. S. Matheson, secretary,

#### Kentucky Lumber Company Moves to Lexington, Ky.

The Kentucky Lumber Company of the First National Bank building, Cincinnati, O., will move its general offices to Lexington, Ky., where it will open up quarters in the Security Trust building on April 1. The Cincinnati offices will be closed on March 31, although the company will be represented in Cincinnati territory by L. F. Violett, who will cover Obio and Indiana trade, maintaining headquarters in Cincinnati. General Manager W. E. Delaney and Secretary and Treasurer Ralph McCracken will remove their families to Lexington as soon as they can make the necessary arrangements. The new office will occupy about twice the space maintained at Cincinnati and will consist of a suite of six rooms.

The reason for this change in location is a desire on the part of the company's officials to be near the manufacturing end, which will be carried on at Burnside and Williamsburg, Ky., and Lafollette, Tenn.

The removal of the Kentucky Lumber Company's interests and personnel

from the city of Cincinnati will be a severe . . . . . w to the Cincinnati lumber trade, as that company's interests have been one of the most important factors in the upbuilding of the Cincinnati trade. The members of the Kentucky Lumber Company have taken an active and prominent part in all the doings and the building up of the Cincinnati Lumbermen's Club, and their removal will be severely felt

Most of the present employes of the Kentucky Lumber Company will move with that concern to its new quarters. In addition, J. C. Shuck of Pittsburg, Miss., will take the position of assistant sales manager. Mr. Shuck is already breaking in at the Cincinnati office and will go with the company to Lexington. He has been connected with the Houston Brothers Lumber Company of Vicksburg, Miss., for a long time and has had a broad experience, particularly in sales

Penn State Foresters Return From Annual Lumbering Trip Annual the many instructive tilings for Penn State Foresters on their annual lumbering trip to northern Pennsylvania and the Adirondacks were the special talks given by H. P. Welsh, general superintendent of the Central Pennsylvania Lumber Company mills, on "History of Hemlock Milling in Northern Pennsylvania," and John L. Graham, mill designer, operator and constructor of Reynoldsville on "Development of the Gang Saw and Its Piace in the Milling World.

The Barringer Brake, manufactured by Ryther & Pringle Company, Carthage, N. Y., was seen in practical operation on the holdings of the Santa' Clara Lumber Company, and was carefully demonstrated as to its merits by Mr. Gilbert, vice-president of the company manufacturing the brakes, who was with the party as guests of the Santa Clara Lumber Company at its camp on Cold river, near Tupper Lake, New York.

Many forest products plants were visited on the trip in both Pennsylvania and New York, among which were the chemical distillation plants at Walton and Lyman Run, Pa., the basket factories at Penn Yan, N. Y., and the Brooklyn cooperage plant at Faust, N. Y.

An important feature of the trip were the visits to several of the state plantations in both New York and Pennsylvania

#### Mrs. Lillie Grace Johnson

On Tuesday, March 3, Mrs. Lillie Grace Johnson, wife of C. W. Johnson, president of the St. Louis Basket & Box Company, St. Louis, Mo., died at her home. Mrs. Johnson, who was formerly Miss Schearer, died at the age of forty-eight years. The funeral was held Thursday, March 5, at 2 p. m. at the residence, 3080 Hawthorne boulevard.

### Pertinent Information

Annual Lumber Statistics

The Bureau of the Census has quit collecting and publishing annual statistics of lumber cut in the United States. For many years past information along that line has been compiled at regular intervals and has been furnished to the public. It showed how much lumber was cut in every state, the different kinds and the quantity of each kind. Persons interested in the lumber business have looked forward every year to the receipt of that information and have appreciated it.

Some months ago word went out that the Census Bureau contemplated discontinuing this service. Protests went to Washington from hundreds of lumbermen, and the bureau was urged to reconsider the matter. It was hoped that favorable action would result, but that hope has not been realized. The final decision was that the annual compilation of lumber statistics should end with the year 1912. The report from that year has been appearing in installments for some months.

After the Bureau of the Census withdrew from the work, the Department of Agriculture was urged by lumbermen to take it up. The latest announcement is that it will do so, but that the statistics thus compiled must be in a somewhat abbreviated form. HARDWOOD RECORD has received one of the information cards which will soon be sent to lumbermen in all parts of the United States. The questions asked are short and simple. The chief information sought includes the kinds of wood sawed and how much of each.

Mill owners will doubtless appreciate the efforts being made to collect data, and will assist by promptly filling the blanks and returning them.

The work is being done by the co-operation of the Forest Service and the Bureau of Statistics, both belonging to the Department of Agriculture.

#### Submerged Forests of Oak

It appears that arrangements are being made to recover extensive forests of submerged oak in Russia. A company has been formed in England for that purpose. About a year ago Hardwood Record described a piece of the wood which it received from Russia. Further details of the extent and location of the submerged oak have been received. The timber lies at the bottom of the Moksha river, a tributary of the Oka, which runs into the Volga at Nijni Novgorod. The discovery was made by Colonel Peter Ivanoff, of the Russian Naval Diving Corps, and owner of property along the river bank. It is stated that the bed of the river is paved with immense logs of oak for a distance of nearly 500 miles. The existence of logs has long been known to the neighboring peasants, and for generations they have fished up logs whenever they wanted to build a cottage, a cow-house, or to make new furniture. But the first to turn the forest



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### The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

### Northern and Southern Hardwoods

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YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected

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WHITE PINE

Birch 1 car 8/4 L. R. Wisconsin White Oak

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# Canvas Doors

(PATENTED)

Are Used on Largest Dry Kilns in This and Foreign Countries

Double Curtains are Efficient Heat Savers, easily and quickly attached and operated and are long lived

MADE IN ALL SIZES BY

The A. H. Andrews Co. **CHICAGO** 

of you have not read our Bulletin 200, you have missed some real Dry with information.

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring and Lumber

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock

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Hardwood Manufacturers and Jobbers

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

### "You're Next"

to the best widths, lengths, grades and texture of plain and quartered Oak if you are getting our stock. Air or kiln dried

IF YOU ARE NOT GETTING OUR STOCK, YOU HAVE "SOMETHING COMING"

THE M. B. FARRIN LUMBER CO.

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2024-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK GENERAL OFFICE—CLAY CITY, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

E. C. BRADLEY LUMBER CO.
HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING

SHAWNEE LUMBER CO.
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Sales Office—South Side Station—C. H. & D. R. R.

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

to practical account on an extensive scale appears to be Colonel Ivanoff, who obtained a concession from the Russian government and secured the rights of the riparian owners for a distance of 450 miles along the Moksha. The wood is dark grey, bordering on black, as if it had been impregnated with creosote; but the grain of the wood is distinctly visible, and there is no sign of either petrification or rot. The wood is apparently quite fit for cabinet work, paneling, etc., and it is mainly to these purposes that the directors of the company hope it will be devoted. It is supposed that the forest has lain under the water for at least 1,000 years, and that the cause of the submersion was volcanic. One of the finest theaters in Moscow has been finished with this oak, rubbed with goldleaf.

#### Building Operations for February

Returns of building operations for February in sixty cities, officially received by the American Contractor, Chicago, reach a total of \$41,173,253, as compared with a total of \$41,128,190 in the same cities for February, 1913. The comparison shows a difference of only a small fraction of one per cent. Trade a year ago was regarded as active and the showing must therefore be regarded as favorable. There are the usual fluctuations in different cities, thirty showing gains and thirty losses. Among the cities making the most favorable comparisons may be mentioned the following, with their percentages of gains: Detroit, 92; Kansas City, 116; Manchester, 94; Duluth, 76; New Haven, 197; Peorla, 321; Pittsburg, 161; San Antonio, 354; San Francisco, 252; St. Paul, 70; South Bend, 411; Topeka, S2: Wilkes Barre, 64.

For two months the totals are \$\$1,347,364, as compared with \$80,646,849 for the corresponding period last year, a gain of one per cent. Details are

			Per C	ent
City—	Feb., 1914	Feb., 1913	Gain 1	
Akron		\$ 188,650	5	
Albany	200,650	333,100		40-
Albany	335,391	423,581		21
Baltimore	417,743	723,135		42
Buffalo	395,000	347,000	14	
Cedar Rapids ,	145,800	106,000	37	
Chattanooga	108,925	134,855		19
Chicago	5,098,400	4.668,600	9	
Cincinnati .,	316,518	346,832	5.0	7
Cleveland	1,398,010	1.167,725	150	
Columbus	225,915	225,890	99	
Duluth	3,020,850	1,567,970 83,500	76	
Duluth,	147,070 42,678	126,755	1.0	66.
Fort Wayne	101,100	72,000	40	00.
Grand Rapids	82,095	142,500	-10	42
Harrisburg	40,675	42.575		4-
Hartford	99,165	114.560		13
Indianapolis	292.938	479,653		39
Kansas City	1.053,950	488,000	116	
Lincoln	35,675	49,300		27
Los Angeles	1.455.730	1,693,582		14
Louisville	163,800	553,320	2.5	70
Manchester	51,310	26,390	94	
Memphis	275,455	248,475	10	
Milwaukee	575,384	518,836	11	
Minneapolis	498,005 79,895	361,590 150,760	37	47
Nashville	1.247,933	1.094.009	14	· · ·
New Haven	291,754	98.065	197	
New Orleans	204,794	387,906		47
New York-				
Manhattan	2,761,042	9,160,535		70-
Bronx	1,286,311	2,422,185		47
Brooklyn	3,435,465	2.298.850	49	1.1
Borough of Queens	681,915	1,253,084	1.6	45-
Borough of Richmond	92,380	87,295 15,221,949	()	46
Total	8,257,113 429,192	596,264		28
Oakland	221.175	236,988		6-
Peoria	66,350	15,764	321	
Philadelphia	1,794,905	1.414.645	27	
Pittsburgh	3,010,568	769,161	161	
Richmond	270,567	391,812		31
Rochester	372,957	463,024		19
Salt Lake City	112,600	101,950	10	
San Antonio	577,950	127,390	354	
San Francisco	4,574,281 29,715	1,298,450	252	26
St. Joseph St. Paul	371,444	40,115 218,698	70	
Scranton	64,729	69,730	4.07	· 7
Seattle	553,395	1,468,560		62
Shreveport	115,002	97.230	18	
South Bend	43,950	8,600	411	
Spokane	24,125	47,063		48
Springfield, Ill	28,050	44,730		37
Syracuse	75,935	444,200	2.5	83.
Toledo	606,400	406,280	49	
Topeka	47,403	25,970	82	
Washington	884,036 36,973	631,983 22,520	40 64	
Wilkes-Barre Total	41,173,253	41,128,190	04	
******	***********	11,120,100		

#### African Mahogany Market

The London Timber News in its issue of February 7 says that the outstanding feature of the African mahogany market is the large quantity that has gone into consumption during the past month. It was thought that the larger imports would reduce prices considerably, but this did not turn out to be the case, owing to the very strong demand that has been experienced for home and foreign consumption. It is somewhat remarkable that the large number of highly defective logs which have been received from the west coast during the last two or three months have found ready buyers at corresponding prices in the home market. There is always a demand here for mahogany that can be sold cheaply, irrespective of the condition of the logs. Buyers of this class of wood came forward and practically cleared the market, and this left board logs a much better chance of realizing their full value. Quite apart from the larger imports, the demand for board and panel logs has improved considerably, so that for all

practical purposes it can sately be said that prices of the better qualities of African mahogany have been well maintained. In fact, first class board logs are, comparatively speaking, selling at the same prices which they realized before this big rush of logs came in.

The demand is collectively good and is still unsatished, so that the logs now coming on the market are fairly sure of a good reception. There is still time for some sight easing in prices, owing citine to further very heavy arrivals or the inability of the market to absorb the quantities coming along, but even if this should take place, it can only be of a temporary nature. As soon as the supply shows any signs of contracting, prices may be expected to move upward, and it is pretty certain that such conditions will rule until the beginning of the next import senson in September. A feature which should not be lost sight of by all interested in African mahegany is that the last rainy season on the West Const was a very good none—better, in fact, than has been experienced for years, and it is said, with what truth we know not, that good rains are seldom experienced two years in succession. In the case of figured logs, the market is still very strong, and those showing good to fine character have found buyers at full prices. The market could absorb larger quantities of figured wood than have been coming to hand recently.

#### Many Uses for Oak and Ash

The London Timber News says that to the uninitiated in these matters, the vast quantities of oak timber that are annually cut up to keep pace with the trade for boards and all other converted wood sizes seem out of all proportion to the number of trees that are annually felled. But then it must be remembered that an oak tree of, say, fifty cubic feet content will cut Into a very large amount of boarding, posts, poles, or any of the hundred-and-one uses to which the timber is applied. For furniture manufacture and wagons for mineral traffic, building materials, dome and roofs of public buildings, cart and wagon bottoms, wheel spokes, railway sprags and many other important purposes where great strength and lasting properties of the wood are points of consideration, oak timber is largely in use. Ash timber is no less useful, especially where strength and suppleness of the wood are qualities in request, and for this reason all kinds of agricultural implements, tool handles, and light furniture are manufactured from this wood. In cutting up a tree certain parts are allocated to certain purposes, the best portlons being utilized for the most important.

#### Profit and Loss of British Strikes

Consul Franklin D. Hale, at Huddersfield, England, has collected strike statistics which will prove of interest. A profit and loss account of the strikes of the last ten years, prepared from government returns, supplemented by details furnished by trade union leaders in the principal industries, show that the loss to the organized workers alone from stoppages of work due to disputes of all kinds in the United Kingdom has been equal to \$\frac{8}{4}.741.000 in wages, not to speak of a vast sum spent in strike pay. Against this, the net gain in wages resulting from disputes is returned at \$15.209.000, leaving a net loss of \$\frac{8}{4}.71.531.000.

In the same period the working classes as a whole have secured advances in wages estimated at over \$72,947,000, but the greater proportion of these advances have been obtained through conciliation, machinery and working agreements. Of every 100 strikes or other disputes recorded in the years under review, 50 per cent have been won by the employers, 25 per cent by the workers, and the remaining 25 per cent have been compromises.

#### Another Myth Punctured

For some years past there has been a report floating about that the tallest trees in the world are in Australia. Whenever anyone spoke of the extreme tallness of the California redwoods, some one else was almost certain to remark that there were taller trees in Australia, and the statement has usually been accepted as a fact, even by persons very well posted. When bills of particulars have been asked for, two instances have usually been cited showing how tall certain Australian trees are. One was stated to be 464 feet and another 525. The tallest trees were supposed to stand in places so remote that only explorers and adventurers had ever seen them. For that reason there was some doubt concerning their exact location.

The Australians feel commendable pride in their forests, but they wanted a little more exact information concerning the tall timber which was so much talked of. Consequently, at an expense of several hundred dollars they recently sent an engineer into the remote district to locate and measure the trees, particularly the two which had been mentioned so frequently. After much searching he found the two explorers who had found the trees originally, and who knew where they were. He hired the men to take him to the trees. They did so, but it turned out that both took him to the same tree, so it turned out that instead of two, there was only one tree.

Having settled the question as to the identity of the tall timber, the engineer proceeded to measure its exact height, and found that, from the level of the ground to the topmost twig, it was 219 feet and 9 inches. That was a considerable comedown from 525 or even from 464.

Since Australia claims no trees taller than that, it is no longer a competitor with the United States in tail timber. Trees above 219 feet could be numbered in this country by tens of thousands. Such would include the "big trees" of California, the redwoods, Douglas fir, grand fir, noble fir, white fir, sugar pine, and there were formerly white pines in New England that tall. It cannot be stated what is the tailest specimen known in this country. Sargent measured a standing tree 340 feet high, and another is on record which was sucessured after it fell, and its length was 365 feet.

### Hardwood News Notes

#### ──≺ MISCELLANEOUS ≻──

The Liberty Perch Pole Company of Liberty, N. C., has been incorporated with \$25,000 capital.

The Columbus Handle & Tool Company, Columbus, Ind., has increased its capital stock to \$125,000.

The Sellman Churn & Manufacturing Company has been incorporated at Little Rock, Ark., with \$12,000 capital.

The Aurora Mill Work Company is the style of a recently incorporated Aurora, Ill., company, capitalized at \$15,000.

The N. C. Blanchford Company of Spring City, Tenn., manufacturer of spokes and hubs, has moved to Harriman. Tenn.

The Evans-Smith-Viall Lumber Company has been incorporated at Waynesville, N. C., with a capital stock of \$30,000.



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# RED GUM

(Leading Manufacturers)

### Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

### **Band Sawed Stock**

6 cars 4/4 1sts & 2nds Red Gum 10 cars 4/4 No. 1 Com. Red Gum 10 cars 4/4 1sts & 2nds Sap Gum 20 cars 4/4 No. 1 Com. Sap Gum 4/4 Gum Panel and Gum Box Boards and all grades of 4/4 Oak and Ash

### JONES & DUNN, Jennie, Ark.

Manufacturers Band Sawed Hardwoods

# RED GUM

(Leading Manufacturers)

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS -

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

#### OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

# **Quartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common

Soft Elm Bone Dry

Mark H. Brown Lumber Company
Hardwood Manufacturers Mounds, Ark.

Eleven Miles West of Memphis, Tenn.

# Baker-Matthews Manufacturing Co.

# Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING

### Band Sawn Stock

600,000 ft. 4/4 Common & Better Sap Gum 200,000 ft. 4/4 Common & Better Red Gum 250,000 ft. 5/4 Common & Better Red Gum

75,000 ft. 6/4 Common & Better Red Gum

50,000 ft. 8/4 Common & Better Red Gum. This stock contains a good percentage of 14'

and 16' lengths and is of excellent widths

W. W. CARY, MISS.

The Chase & Baker Piano Manufacturing Company of Buffalo, N. Y., has been succeeded by the Chase & Baker Company.

The MississIppi Furniture Company has started business at Meridian, Miss. This company is incorporated and will operate with \$10,000 capital.

The Guntersville Block Company is the style of a recently incorporated concern which will operate at Guntersville, Ala., and will manufacture bundles.

The Goodwyn, Schwartz & Rowan Corporation, veneer manufacturers of North Emporia, Va., has changed its name to the Old Dominion Veneer Company.

Simon Bros. Lumber Company of Cleveland, O., has been succeeded by the John G. Simon Lumber Company, which has been incorporated and will have a capital stock of \$10,000.

Herbert Mead, Jr., handler of choice hardwoods and general wholesale lumberman, formerly located at Hastings on Hudson, New York, has removed to 501 Fifth Avenue, New York City.

#### — ≺ CHICAGO ≻—

The American Land, Timber & Stave Company, manufacturer of bardwood lumber and staves, has started business with offices in the Peoples Gas building, Chicago.

The Interstate Car Company has been incorporated and will operate in Chicago under Illinois laws, having \$100,000 capital.

The Western Cabinet Company of Chicago has changed its name to the American Cabinet Company.

B. W. Lord and S. J. Glanton of the Chicago Veneer Company, Danville,  $Ky_*$ , spent a couple of days in Chicago last week on business in connection with their recent incorporation under the laws of Kentucky, and increase in capital stock.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich., stopped off in Chicago for a day last week en route from Washington, where he attended the hearings having to do with the proposed five per cent increase in freight rates. Mr. Knox said the matter has resolved itself into a question as to whether the railroads will get their auditional revenue through the increase or whether they will continue to derive unearned profits from various privileges which they enjoy.

John Weidman, Jr., of Trout Creek, Mich., was in Chicago for several days last week on business.

The Chicago Veneered Door Company of Chicago is a recent bankrupt in this city. The company's liabilities are \$13,873.78 and its assets \$14,407.86

#### ------≺ NEW YORK >---

Robert W. Higble, hardwood manufacturer and wholesaler, is spending a five weeks' vacation in California. Mr. Brownson is in charge of the office end during Mr. Higble's absence.

Russell J. Perrine of Johnson Brothers, Brooklyn, also president of the New York Lumber Trade Association, is on a trip to Cuba and Palm Beach, Fla. Mr. Perrine always manages to get away from the worst winter weather and certainly did so this time.

Alex Norton, heavy hardwood specialist of Jersey City, reports a good business in that line. He recently made a sale to one of the local railroads that is quite unique; this was a stick 18x18-41 feet. In addition to his heavy oak specializing business he also conducts a public storage yard.

David D. La Bau, a retired contractor, died recently at his home in Jersey City. His son, Milton F. La Bau, is in the wholesale lumber business there, making a specialty of cypress.

Word has come from the secretary's office that the Lumber Trade Golf Association will hold its tournament May 26 and 27. The by-laws had to be changed as the month of June is fixed for the time of holding the annual play. The tourney will be held on the links of the Virginia Country Club, Richmond, Va.

New York is in the grip of one of the worst storms in its history and the lumber business is at a standstill. Thirty-six hours of steady snow have filled the streets and made carting impossible except on the most prominent avenues. All outdoor work is tied up and building operations deserted. Retail yards are busy clearing gangways and removing the snow from the yards with no thought of making deliveries. The wholesale market is firm and a good number of orders are being placed for future delivery. The trend of prices is upward but no material advances are noted at this time. Prices, however, have been firm considering all conditions, and no complaint is heard from that score. The spring season is drawing near and greater activity in building is sure to come with it, and a consequent improved condition for hardwoods.

#### -----≺ BUFFALO >----

. The chief matter of interest to the hardwood lumbermen during the past month has been the annual convention of the National Wholesale Lumber Dealers' Association. A number of hardwood representatives figured upon the various committees and sub-committees which arranged and looked after the event and there were a good many members of the hardwood trade present at the different business and social sessions held.

H. S. Janes, president of the New Englie d Hardwood Company, spent a few days in the city this month. The is still actively connected with the American Forest Company, and lately attended a directors' meeting.

The Standard Hardwood Lumber Company will soon add large quantities of eak, chestnut and other hardwoods to its stocks from the south. The company reports trade fair for this time of year.

The Buffalo Hardwood Lumber Company reports business better at preser than a year ago. Sales are mostly of only, with red task leading. Quartered in firsts and seconds are keeping up well in price.

Jackson & Tindle have been continuing mill operations at Jackson Bor ough, their new development town in Ontario, Canada, where a large tract of whitewood and other timber is being cut.

R. D. McLean returned early this month from a vacation trip to Cuba, which took him away from this city for a number of weeks. The Hugh Mc-Lean Lumber Company is predicting better prices for quartered oak.

O. E. Yeager states that the hardwood trade is rather quiet, but prospects seem favorable for better business soon. January business in hardwoods was satisfactory.

The National Lumber Company states that business this month compares favorably with last and that there is a pretty fair demand at present for oak and maple flooring.

G. Elias & Bro. have been installing high-speed, latest pattern flooring machines. This is about the only concern here now turning out maple flooring for the trade.

T. Sullivan & Co. have lately been getting in a good stock of various herdwoods, including ash, maple and elm, and trade is called fair for this senson.

The A. J. Chestnut Lumber Company reports that it has been cutting quite an amount of maple at one of the mills in Pennsylvania. Mr. Chestnut is pleased to observe that the late severe weather has not shut off the work and the lumber is now ready for shipment.

A. C. Mayer, who went to Vermont to assist in establishing the New England Hardwood Company at Mountain Mills, has resigned to take a responsible position with the Byrd & Matthews Lumber Company, Helen, Ga.

#### ───≺ PHILADELPHIA ≻──

John H. Schofield, of Schofield Brothers, owners of the Saltkatchie Lumber Company, reports business for January and for the first three weeks of February very good, but since that time comparatively quiet. They have had an excellent year's trading and believe business will be brisk once good weather is here. Robert W. and Frank E. Schofield, who have been on a visit to their mill in Schofield, S. C., are taking in the Honaker Lumber Company and other mills in which they are interested.

Hallowell & Souder report very fair trading right along and are optimistic as to outlook. Raiph Souder of this house, who is president of the Philadelphia Wholesale Lumber Dealers' Association, attended the national wholesaler's convention at Buffalo.

Among the recent visitors to the local trade were B. T. Whedon, of W. D. Young & Co., Bay City, Milch, and V. W. Stewart of the Colonial Pine Company, Inc., Wilson, N. C.

W. A. Jackson of the Jackson-Wyatt Lumber Company, says in spite of the recent severe weather the company bagged some very good orders and the outlook is favorable. Mr. Jackson is attending the National Wholesale Lumber Dealers' convention in Buffalo.

As so many of its members are attending the National Wholesale Lumber Dealers' convention in Buffalo, the Lumbermen's Exchange has postponed its monthly meeting from March 5 to March 12, at 1:30 p. m.

James W. Cooper, a retired furniture manufacturer, after a protracted illness, died on February 21. He was eighty-three years old.

#### ───≺ PITTSBURGH ≻──

W. D. Johnston, president of the American Lumber and Manufacturing Company, has returned from a recent trip to the Bermudas and the Panama canal

J. C. Donges Lumber Company, which was recently incorporated, is getting a nice trade in hardwoods. Mr. Donges has three men on the road.

The Adelman Lumber Company reports some very good business coming, and its three road men are bringing in considerable yard trade, especially from Oblo and Indiana.

The Babcock Lumber Company has been moving some splendid sales of basswood lately. Its stocks in this line are probably as good as any that can be had in the country.

The West Penn Lumber Company reports a very good manufacturing inquiry. J. S. Erving of this company recently made quite a long trip through the Northwest.

The Mutual Lumber Company complains of very bad weather in West Virginia, which has held up shipments considerably. Inquiry from manufacturers, according to H. E. Asht of this company, is not so good as it was last month.

The Aberdeen Lumber Company reports business in gum and cottonwood fairly good. President Woollett complains, however, that prices are being badly cut.

The Kendall lumber plant at Crellin, Md., was practically shut down last week on account of four feet of snow and 24-degrees-below-zero weather.

# RED GUM

(Leading Manufacturers)

# OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

# Southern Hardwoods ——Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

### ARCHER LUMBER COMPANY HELENA. ARKANSAS

Manufacturers of

### **HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY - RED GUM

### Tennessee Aromatic Red Cedar

(CAR LOTS OR LESS)

At Cincinnati we operate an exclusive cedar yard, at which point we now have in stock practically 1,000,000 ft, of all thicknesses of cedar.

We can make shipment of your order in carload lots or less than carload lots the day your order is received. Our facilities for prompt and careful handling are unsurpassed.

LET US QUOTE DELIVERED PRICES

Write for interesting history of Tennessee Red Cedar

### Geo. C. Brown & Company

(Main Office) Proctor, Arkansas

(Twenty miles west of Memphis on C., R. I. & P.)

### MILLER LUMBER CO. Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25' years practical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shooks.

#### =≺ BALTIMORE >=

W. E. Rexford, a timberman of Elmira, N. Y., was in Baltimore this week and called on some of the hardwood men her

G. L. Wood, general manager of the R. E. Wood Lumber Company, has gene to Tennessee to look after the operation of the company's mill there, and Clarence E. Wood, the assistant general manager, is off on a trip to Fontana, N. C., to take up some matters connected with the company's activities there.

# Tschudy Lumber Co. St. Francis Basin Hardwoods

SPECIALS For immediate shipment

Bandsawn. Dry. 60% 14 and 16 foot long. 150,000 ft. 1" 1 and 2d Clear Plain White Oak. 25,000 ft. 2" 1 and 2 Clear Hickory. 50,000 ft. 2" No. 1 Common Hickory

100,000 ft. 1" Yel. Cottonwood Box Boards & Panel.

Mill & Yards

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### DUCAN LUMBER CO.

Manufacturers Hardwood Lumber TENNESSEE MEMPHIS



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

The circuit court of this city was asked in an application filed March 2 for an order dissolving the Walbrook Lumber and Manufacturing Company, which was formed December 15, 1910, but continued in business only a little more than a year. It owned the property at Clifton avenue and the Western Maryland railroad, which has been sold to a casket company, and there are no other assets or liabilities.

The firm of L. A. Poehimann & Sons, on Frederick avenue, has purchased the stock and good will of the Joseph T. Steinacker Lumber Company, a competitor, just a few doors away, and has moved the stock to its own yard. Mr. Steinacker has for some time felt a disposition to be relieved of business responsibilities, at least for a time. The death of his wife and son was a serious blow to him, and having a competency, he feels that for the present at any rate, he desires relief from the pressure of work.

The quarterly meeting of the Baltimore Lumber Exchange was held last Monday evening at the Merchants' Club, on German street, as usual, but only routine business was transacted, the proceedings consisting in the main of the reading of the reports and their adoption without a dissenting voice. After the business session a fine luncheon was served. The monthly meeting of the managing committee of the Exchange took place in the afternoon.

Richard P. Baer of Richard P. Baer & Co., Maryland Casualty building, has gone on a trip south which will take him as far as Asheville, N. C.

#### =≺ COLUMBUS ≻=

The Warren Lumber Company of Warren, O., has been incorporated with a capital of \$75,000, to do a general lumber business, by Charles B. Loveless, David Helman, L. L. Jones, H. V. Budish and C. E. Haskell.

Fire of unknown origin destroyed the main portion of the planing mill of Leonhard & Market at Napoleon, O., causing a loss of \$15,000, of which half is covered by insurance.

The Brooklyn Lumber Company of Cleveland has been incorporated with a capital of \$25,000 to do a general lumber business, by D. W. Teachout, J. F. Daliere, E. C. Haag, J. A. Tousdey and L. J. Randall.

The Combination Portable Mantel Company of Delphos, O., has been incorporated with a capital of \$50,000 to do a lumber business, in addition to making and selling portable mantels. The incorporators are Frank E. Smith, Joseph Martin, Edward E. Trusdale, J. K. Allemaier and G. C. Mc-

The Cincinnati Fireproof Door Company of Cincinnati has been incorporated with a capital of \$15,000, to make fireproof doors. The incorporators are C. J. Mees, H. A. Schmiedke, O. F. Steupmfel, F. C. Sidler and F. H. Frecking.

The Tennessee Timber Company recently organized at Cincinnati, O., will open offices in the Second National Bank building early in March. Hall Hagemeyer, vice-president of the Harriman Hardwood Company, is general manager of the new concern.

The Celina Hardwood Manufacturing Company of Celina, O., has purchased a timber tract near Rockford, O., upon which will be erected a sawmill.

The Independent Lumber and Door Company of Cleveland has been incorporated with a capital of \$25,000, to do a general lumber business. The incorporators are Anne L. Taylor, Mrs. Fred E. Thompson, Harry L. Taylor, Wilbert E. Gates and Edward A. Thompson.

Harry E. Fisher, manager of the C. A. Mauk Lumber Company of Toledo, O., died recently, following an operation. He was prominent in Masonic

Arrangements have already been started for the annual convention of the National Association of Builders' Exchanges, which will be held in Columbus in January, 1915. All of the commercial bodies of the Buckeye capital are co-operating in the arrangements.

The W. M. Ritter Lumber Company of Columbus is arranging to erect a three-story office building on a site recently acquired on the southeast corner of Grant avenue and East Broad street

According to the statement of the city building inspector there were issued 108 permits during the month of February, 1914, with a valuation of more than \$215,000. The falling off from the records of the corresponding month in 1913 was caused by the severe winter weather, which has stopped many building operations.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, says trade is as active as could be expected for the time of the year and the volume of business is equal to the corresponding month last year. Buying is being done both by factories and yardmen. The latter, however, are probably the better customers at this time. Implement and vehicle factories are buying hardwood stocks. Dry stocks are not very plentiful.

J. W. Mayhew of the W. M. Ritter Lumber Company, who has been at Battle Creek, Mich., because of ill health, has recovered sufficiently to be at his desk,

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods, with prices ruling unchanged.

John R. Gobey of the concern bearing his name reports a good demand for all grades and varieties of hardwoods.

#### \_\_\_\_\_≺ INDIANAPOLIS >-----

The Orleans Cabinet Company, Orleans, has issued \$7,500 common and \$10,000 preferred stock.

David Hughes, H. C. Hughes and L. W. Hughes have organized the

Haghes Brothers' Company at Bloomington, to conduct a general lumber business. The company has \$50,000 capital.

With an authorized capitalization of \$10,000, the Frantz Lumber Company has been organized and incorporated at North Manchester by Ezra Frantz, Lyman Phillips and Luchan Frantz.

Safeblowers made an unsuccessful effort to open the safe of the Jose Kuhn Lumber Company on the night of March 1 and left behind a note complimenting the company on the strength of the safe

John Ott, eighty-nine years old and the founder of the L. W. Ott Manufacturing Company of this city, died recently. He is survived by four children.

Wood trestles and brackets will be manufactured by the newly organized Pepin's Extensible Trestle and Jack Knife Bracket Company at East Chicago. The company has a \$5,000 capital and is backed by J. C. Pepin. J. N. Pepin and F. R. Schaaf.

Weather conditions during February are held responsible for the large decrease in building operations, 144 permits, with an aggregate valuation of \$257,014 having been issued, as compared with 311 permits, aggregating \$579,633 in February, 1913.

With \$300,000 capital the Interstate Automobile Company has been or gonized and incorporated, to operate the old Interstate automobile plant at Muncle, recently purchased from the trustee in bankruptcy.

Interests represented by O. D. Haskett have bought the north plant and yard of the Brannum-Keene Lumber Company at the L. E. & W. railway tracks and Twenty-fift street, and a modern planing mill is to be erected. The O. D. Haskett Lumber Company has been incorporated with \$5,000 capital. Mr. Haskett formerly was vice-president of the Burnet-Lewis Lumber Company.

#### -----≺ MEMPHIS ≻=

C. D. Hendrickson, of the C. D. Hendrickson Lumber Company, denies the recently published report that his firm has withdrawn from business in Arkansas and surrendered its charter in that state. He says that, or the contrary, the firm has only recently completed the installation of a circular mill, with capacity of 30,000 feet, at Democrat, Ark., and that, instead of retiring, it is just beginning to operate to good advantage in Arkansas. The headquarters of the company are at Memphis.

Lee Wilson & Co., the Three States Lumber Company, the Chapman-Dewey Lumber Company, the Chicago Mill & Lumber Company, and other lumber firms having timberland holdings in the so-called "sunk lands" of Arkansas will be adversely affected by the recent decision of Judge Trieber of the United States District Court at Little Rock, to the effect that the government has never surrendered title to these lands. The decision directly involved only 900 acres but it is pointed out that there are about 120,000 acres that will be affected by this decision which was rendered in the case of Lee Wilson & Co. vs. the United States. It is suggested that the present owners of these lands not only have a title alleged to be imperfect, but that they may find themselves the object of litigation to recover the value of timber removed during the period of their occupancy of the property in question.

The new mill of the Saline River Hardwood Company at Pine Bluff, Ark., has been placed in operation. This company is one of the subsidiaries of the Arkansas Short Leaf Lumber Company, which is in turn owned by the Long-Bell Lumber Company, with headquarters at Kansas City, Mo.

J. T. Willingham, president of the Memphis Coffin Company, and others identified with manufacturing enterprises, including lumber and wood working industries, are co-operating with the authorities regarding the passage of an employers' liability law that will be satisfactory to all interests concerned. The Lumbermen's Club has already approved the idea of the passage of a measure along this line. The subject, however, is being actively handled by the Memphis Manufacturers' Association as well as the Tennessee Manufacturers' Association, with which the former is identified.

The Bellgrade Lumber Company has recently removed its sawmill and logging equipment from Belzoni, Miss., where it has been operated for several years, to Isola, Miss. The firm has cut out all of its timber at the former point and has removed to the latter, as it owns a large tract of timber contiguous to that town. The capacity of the mill has been increased to 50,000 feet in the removal, and the mill is now being operated on full time. It is estimated that it has enough timber in sight to enable it to run for from three to five years. A force of men is still employed at Belzoni to clean up the lumber left on the yards there, but these men will be removed later to Isola. The headquarters of the company are in Memphis, with J. W. McClure in charge of the offices.

Rates on export shipments of lumber from American ports to Hamburg, Germany, have been reduced two cents per hundred pounds recently and exporters here are rather inclined to the view that there will be still other decreases because there is not a large amount of lumber or other tonnage being offered the steamship companies just now. Cotton rates are declining and the belief is entertained that rates on lumber, too, will work lower. Export lumber business is failing to increase but it is pointed out that financial conditions abroad are improving, and exporters here regard this as a distinctly favorable development. The worst cyll of which exporters here complain is the consigning of lumber which is arriving in considerable quantity abroad and which is seriously affecting

### MEMPHIS



Wholesale Manufacturers and Exporters

RED GUM
SAP GUM
COTTONWOOD
CYPRESS

CYPRESS ASH

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All Grades and Thicknesses QUARTERED OAK
HICKORY

We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick. KORY SOFT ELM SYCAMORE

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#### TIMBER ESTIMATES

TOPOGRAPHICAL MAP. DETAIL ESTIMATES & WRITTEN REPORT GARDNER & HOWE

ENGINEERS

Clarence W. Griffith Perturn Manager. Memphis, Tenn.

# The Mossman Lumber Co., Inc.

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plain and quartered red
and white oak, ash, gum
and poplar. :: :: :: ::

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#### OUR STOCK OF BAND SAWN Southern Hardwoods

is one of the most complete and largest in the state

We can readily fill any requirement in

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PAINSTAKING ATTENTION TO YOUR INQUIRIES

THE LANSING CO., Parkin, Ark.

### THE GLUE THAT IS APPLIED COLD -



### In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

A DOOR MAKER SAYS: File B.

Perkins Glue Company, South Bend, Indiana.

Gentlemen: The convenience and economy of the Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.

Yours very truly, THE WHEELER, OSGOOD COMPANY, RHC:S R. H. Clarke, Treasurer.

#### Perkins Glue Company Originators and Patentees

805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

beng fide sales at profitable rates. The belief was entertained until a 1ew months ago that the consignment of lumber abroad was a thing of the past, but there is strong evidences of the recurrence of the practice, much to the chagrin of those whose legitimate business is interfered with by this method of raising money on lumber cargoes. That exporters are looking forward to better conditions, however, finds striking reflection in the manner in which they are operating their mills.

J. W. Bateman has established a mill at McKenzie, Tenn., for the manufacture of hardwood lumber and will also concentrate purchases of hardwoods in that territory at that point, with a view to ultimate distribution to consuming interests

The Arkansas Land & Lumber Company at Malvern, Ark., is establishing storage sheds at that point that will have a daily capacity of approximately 10,000,000 feet of lumber. This will enable the company to keep its entire output under cover.

The Chicago Mill & Lumber Company has recently purchased nearly 100,000,000 feet of bardwood timber in Woodruff County, Ark. It is located near Georgetown and the timber is traversed by the Missouri & North Arkansas road, which has one of its termini at Helena, thus furnishing adequate transportation facilities. The purchasing company is building a big sawmill, box factory and veneer plant at Helena and the timber will be worked up therein. The consideration is not known,

#### --≺ NASHVILLE ≻--

The Tennessee Hardwood Lumber Company is getting out some magnificent oak lumber on a tract of 1,400 acres being developed in Wayne county, Kentucky. The company desires to sell the hickory on this tract, said to amount to about 1,000,000 feet, as it does not handle hickory in its

R. S. Maddox of the Pennsylvania State College, appointed to the position of forester of Tennessee some time ago, has announced his acceptance of the position and will at once take up the work of looking after the forest interests of the state.

The recent high tide of the Cumberland river has permitted log operators to begin movement, and several millions of feet of oak, poplar, chestnut and other hardwood logs have been received.

Arthur B. Ransom, president of John B. Ransom & Co., and one of the leading hardwood men of the south, has been elected a member of the board of trustees of Vanderbilt University, succeeding the late Col. Nathaniel Baxter. This honor is gratifying to local lumbermen.

At the recent meeting of the Nashville Lumbermen's Club officers for this year were nominated as follows: Henderson Baker, president; C. E. Hunt, vice-president; Harold Greene, treasurer; Cecil Ewing, secretary; A. B. Ransom, Hamilton Love, P. J. Loevenhart, W. M. Farris, Jr., and Morford Whitson, directors. The nomination is equal to election. Mr. Baker, who will be the new president, has been vice-president, and is senior member of Baker, Jacobs & Co.

Vicegerent Olin White of the Order of Hoo Hoo has issued a call for a concatenation for the middle Tennessee jurisdiction, to be held simultaneously with the annual meeting of the Nashville Lumbermen's Club, March 10, when a large gathering is expected.

The Haskew Lumber Company at South Pittsburg, Tenn., has announced plans to install equipment for the manufacture of all kinds of handles. Baker, Jacobs & Co. are developing a tract in Van Buren county, getting

out white oak and poplar and sawing the same near the scene of operations. Local building is not as active as usual at this season. Permits were issued by the city building inspector for improvements to cost \$79,885 during February, compared with \$150,760 the same month last year.

The Tennessee Supreme court has handed down a decision of much interest to lumber and other shippers. The Dunlap Lumber Company of Nashville was plaintiff. The Nashville, Chattanooga & St. Louis railway sought to collect demurrage, the payment of which was refused and protested. The railroad has a rule of refusing to deliver shipments on spur tracks, where payment of its charges is not made. The lumber company contested this right, and received a decree for the value of a shipment of lumber which the railroad had refused to deliver and sold for freight charges. The court held that the railroad had no right to refuse to deliver shipments because of the controversy, and that the rule was arbitrary. This means that shippers can contest payment of charges on one shipment without being arbitrarily dealt with as to others.

The Nashville Lumbermen's Club has been greatly gratified to ascertain that a settlement has been made of the case involving milling-in-transit for which it has been fighting for some months. The principle contended for has been sustained by the Interstate Commerce Commission, dealing with the matter of substitution in the handling of logs and lumber in transit. Advice has been received from the freight agent of the Louisville & Nashville railway that the regulation will soon be put into force in accordance with the decision of the commission.

J. W. Bateman will start a wholesale and retail lumber business at Mc-Kenzie, Tenn., and will soon have mills in operation. He also expects to buy the output of plants in that section and concentrate business at McKenzie. Miss Mary Hamilton Love and Otto Delph were married in New York.

The bride is a daughter of John W. Love, a member of Love, Boyd & Co. Announcement is made of the coming marriage of W. M. Farris, Jr., to Miss Mary Haynes of Murfreesboro, Tenn., to be solemnized in April. Mr. Parris is a member of the Parris Hardwood Lymber Company and a promiment young member of the local trade,

#### ────≺ LOUISVILLE >──

Among the Louisville hardwood non who attended the convention of the National Wholesale Lumber Duders' Association were T. M. Brown, of the W. P. Brown & Sons Lumber Company, and T. Smath Milton, secretary and treasurer of the Churchill Milton Liu, ber Company. The whole salers' association is strong in this part of the country.

New Albany, Louisville's Indiana suburb, is becoming popular with the lumbermen. A few months ago the Edward L. Davis Lumber Company started a branch yard on that side of the river. A short time ago the Stemmelen Lumber Company decided to operate a yard and leased a site in New Albany, removing its office from the Keller building in this city to the new location. The Churchill-Milton Lumber Company, recently organized, has followed suit by getting a yard in New Albany. It is still retaining its Louisville office in the Lincoln building, but probably will handle its office work at the yard in the near future.

H. L. Allbaugh, Cincinnati representative of the W. M. Ritter Lumber Company of Columbus, O., was in Louisville recently. He said that February business has showed a considerable improvement over January, and that March is looking still better.

Frederick H. Blum, superintendent of the interior finish plant of the Alfred Struck Company, Louisville, recently died at his home, 1187 East Broadway, Louisville, of pneumonia, following a brief illness. He was sixty-seven years old and had been connected with the company for fifty

The Mechanics and Metals National Bank of New York has filed suit in Louisville against the Swann-Day Lumber Company, the Day Lumber & Coal Company and Floyd Day for \$50,000 alleged to be due on a note dated July 9, 1913. The Day Lumber & Coal Company is the successor of the Swann-Day Lumber Company, it is set forth. The note in question, it is stated, was executed by the Swann-Day Lumber Company to Floyd Day, and was endorsed and discounted by Mr. Day.

It is reported that the Federal Parquetry Manufacturing Company of New York will start a plant in Lexington, Ky., for the manufacture of parquetry flooring. The plan of operation, it is stated, includes using much of the sawmill waste from central Kentucky bardwood manufacturing plants. I. Herz, representing the company, is now operating a mill in Breathitt county.

Elliston & Franks, Bardwell, Ky., will establish a basket manufacturing plant shortly, having ordered machinery for the manufacture of thin stock, as well as special equipment for manufacturing baskets and boxes from veneers.

The campaign for a \$300,000 building for the Young Women's Christian Association, which was carried to a successful conclusion in Louisville recently, was helped along by a number of handsome gifts by lumbermen. Col. C. C. Mengel, whose daughter, Mrs. Cuthbert Thompson, was captain of a team in the campaign, gave \$1,500 to the work, while John Churchill, president of the Churchill-Milton Lumber Company, contributed \$500. The campaign aroused widespread interest.

The Norman Lumber Company reports that the export trade on gum and ash has been sufficiently good to enable it to continue shipping a large quantity of these woods from its Holly Ridge (La.) mill. E. B. Norman, vice-president of the company, is in charge of sales of the Holly Ridge plant's output.

D. E. Kline, head of the Louisville Vencer Mills, is being talked of in connection with the presidency of the Louisville Commercial Club, one of the leading organizations of business men in the country. Mr. Kline is now vice-president and chairman of the transportation committee of the club, and in that capacity has done splendid work. Owing to the fact that the commercial organization has lawyers, physicians, insurance men and others of that type for executives, few manufacturers having been chosen, Mr. Kline appears to be particularly well fitted for the office

A good deal of the present condition of business is attributed to the fact that the railroads are not buying. By the same token, much of the com-plaint regarding poor collections is attributed to the fact that the railroads are not paying for what they have already bought. Many hardwood concerns have accounts eight and ten months old against the carriers.

### ———≺ ST. LOUIS ≻———

During February receipts of lumber by rail at St. Louis, as compiled by the Merchants' Exchange, were 14,378 cars. In February last year the receipts were 16,137 cars, showing a loss in February this year of 1,759 cars. Shipments of lumber by rail last February were 11,219 cars. The February shipments were 9,813 cars, a loss of 1,406 cars compared with the corresponding month last year.

Louis H. Lothman, youngest son of William Lothman, president of the Lethman Cypress Company, stole a march on his business associates at the Lothman Cypress Company on Monday afternoon, March 2, and was married to Miss Bertha Lipps. The ceremony took place at the Grace Lutheran church, with only the relatives and immediate friends of both parties present. The happy couple left for the south the same evening and will visit Florida and Cuba before returning home.

W. W. Dings of the Garetson-Greason Lumber Company left Monday night for Kansas City and Denver, and will be gone for about ten days.

# Walnut for Export



A lot of splendid assorted American Walnut logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kan-

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

### FRANK PURCELL Kansas City, Mo.

### MATHEWS STANDARD Gravity Lumber Conveyer



Made all steel hall hearing reliefs, eight foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable sacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Heen in successful use for part light, strong and easily portable, of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog



### Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak

#### Red and Sap Gum Red Oak and Ash

- $\P$  We offer to the trade a remarkably SUPERIOR lumber product.
- ¶ Our TIMBER is virgin forest growth of the highest type.
- $\P$  Our MILLS are new and produce accurately manufactured stock.
- ¶ Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.
- ¶ Kraetzer-cured lumber will "stay where you put it."
- I Dry kiln and oak flooring plant in connection.
- ¶ We solicit the inquiries and orders of critical and discriminating buyers.
- $\P$  For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

# LOCATED

Just the tract of timber YOU, a manufacturer of lumber, need.

Just the tract of timber that will prove a desirable and profitable investment for capital now idle.

Buy It Now!

Provide today for your future timber needs, for your future profits.

Buy a natural resource the supply of which is decreasing almost to the extent of the quantity used annually; the demand for which is increasing at home and abroad.

No other continent has such a wonderful and valuable array of timber as North America. Our woods are the most durable, the most beautiful, the easiest to work. Therefore they are the most valuable and our forest products are in demand wherever wood is used.

Today you are offered an opportunity to profit by the logic of this situation.

Your copy of "Washington Red Cedar, America's Overcoat Wood," Lumber User's Guide No. 12, awaits your request. Send for it.

# James D. Lacey & Co.

Timberland Factors

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1313 Northwestern Bank Bldg.
Seattle, Wash., 1009 White Building

Before leaving he stated that the company's mills were working all right, with the exception of the Wasson mill, which was closed down on account of wet weather. It will start up as soon as the woods become dry enough to get logs.

The C. F. Liebke Hardwood Mill and Lumber Company is working right along sawing logs and shipping them out as fast as sawed. The company has enough orders on hand to take all the lumber it can saw for several weeks, and is getting shipments of logs in almost every day. It has a big shipment of logs coming up by river that is due here in about thirty days.

E. W. Blumer, sales manager of the Lothman Cypress Company, says business is improving and orders are coming in quite well. He expects a big trade as soon as the weather becomes pleasant.

The traffic committee of the Lumbermen's Club sent out a notice to the members a few days ago to the effect that an opinion from the Interstate Commerce Commission, No. 4844, in the matter of bills of lading discriminations, respecting loss and damage claims, was handed down. The interpretation of the decision by the committee is that all loss and damage claims presented to the railroads on or before April, 1914, and those claims where dumage took place two years prior to February 9, 1914, should, in the opinion of the Interstate Commerce Commission, be adjusted on their merits in order to prevent discriminations that might otherwise result. The commission declined to pass on the reasonableness of the four months clause.

The next business meeting and dinner of the Lumbermen's Club will take place at the City Club Tucsday evening, March 9. W. M. Martin, trust officer of the Mississippi Valley Trust Company, will be the leading speaker, and his topic will be on the regional reserve banking law. He will also answer any questions put to him by the members of the club. The usual dinner will begin at 6:30 sharp. One or two important changes in the bylaws will be acted on at the meeting.

#### ——≺ ARKANSAS ≻——

A new firm, styled Pierce & Little, has recently entered the timber buying field at Pyatt, Ark., and will buy only big white oak logs. The timber which it is buying is to be used in making fine wood veneer for furniture. It has already succeeded in purchasing a large number of logs of the class it wants, and expects to continue operations at Pyatt for some time.

The Pekin Cooperage Company of Pekin, Ill., has recently applied to Francis Keifer, Forest Supervisor of the Ozark National Forest at Harrison, Ark., for the purchase of 150,000 feet of white oak timber, to be taken from the Ozark National Forest in Searcy county. The application provides that the timber shall be removed by December 1, 1914, and that at least 25,000 feet of the timber will be cut and paid for by June 30, 1914. The sale will be awarded the highest bidder after thirty days' advertising. The minimum price acceptable for this timber is \$4.00 per thousand.

Cooksey Brothers have recently established a lumber yard and planing nifil at Hope at the plant formerly operated by the Southwestern Lumber Commany.

The Prescott Stave & Manufacturing Company of Prescott, Ark, has recently purchased 15,000 acres of hardwood timberland, the timber being white oak, red oak, cypress, ash and magnolia, near Dearborn, Tex., and will move its present equipment to that point for operations. The company will in the future operate machinery for the manufacture of tight cooperage stock, and will install a sawnill with a daily capacity of 30,000 feet to work up such material as is not desired for the tight cooperage plant. Railroads will be built from Dearborn to the timberlands to facilitate developments. It is said that there are 20,000,000 feet of white oak timber on the tract.

#### ──≺ WISCONSIN ≻

The John H. Kaiser Lumber Company of Eau Claire will begin operations at its sawmill within a few days. Both the planing mill and the box factory have been run through the winter, and the sawmill has been overhauled and improved to make it ready for a long run. At present 165 men are in the woods getting out logs on contract. When the mill is started the men and horses will be put to work on the company's logs.

Chippewa Falls sustained a serious loss to its industrial progress with the destruction of the plant of the Northwood Furniture Company on February 26. The fire was discovered by a passerby early in the morning and the watchman narrowly escaped in fighting the fire alone. The plant is a total loss, estimated at \$50,000, with eighty per cent blanket insurance. M. A. Ponanski is president and J. E. Ponanski secretary and treasurer. Office quarters have been secured in the Jenkins Brothers building.

The sawmill and planing mill of the W. H. Rogers Lumber Company at Nashville, Wis., was destroyed by fire; cause unknown. The mill had been running but seventeen days and had a good stock of logs to cut. Two carloads of lumber were also destroyed. The loss is estimated at \$25,000, with about fifty per cent insurance. It is believed that the plant will be rebuilt.

James Pringle, Sr., aged eighty-three, father of Thomas J. Pringle, serretary and manager of the Milwaukee Casket Company, died March 4 at his home in Stratford, Ont. Mr. and Mrs. T. J. Pringle of Milwaukee were in Stratford at the time of Mr. Pringle's death. He is survived by his widow and three sons. Thomas J. of Milwaukee, Robert and William Pringle of Chicago, and James Pringle of Hamilton, Ont. The Northwestern Lun, ser Company is pasting logging work in its caunts in the Hannibal country. The camps will cut from 35,000,000 to 40,000,000 to this year substitute of laridwood, her look and pure timber. Through will keep the big mill at Stanley going all summer and will not necessiate so much summer logging as was done last year. The company constructed twelve miles of new railroad for summer logging last season and many logs were cut and hauled to the mill.

The Johnson Creek Lumber Company has finished its timber cutting in the vicinity of Knowlfon and sold the sawmill to the Vetter Manufacturing Company of Stevens Point. The Vetter company has purchased upwards of 1,600 acres of timberland and a forty-acre mill site in Marathon county on the Little Eau Claire river. The sawmill will be removed to that place, where there are about 10,000,000 feet of hardwood and hem lock. The work of moving will not be completed until fall, so that sawing operations will not be started until next winter.

With the close of the driving season of 1913-1914, the Menominee River Room Company of Marinette has completed its forty-sixth year with a record of having handled almost 11,000,000,000 feet of timber during that time. The drives on the Menominee will not continue for many more years, but Marinette sawmills will carry on their operations with hard

weed brought by rail after the wind-up of river operations.

The Kamania Lamber & Manufacturing Company will start up in
its new plant at Kaukauna, which replaced the structure destroyed by
dre a year ago. The machinery has been removed from the temporary
structure and placed in the new mill. The machinery is driven by individual electric motors. The building itself is of modern construction,
being made of concrete, steel and brick. Windows are provided on three
sides, steam heating is provided throughout the entire structure, auto
matic dust collectors and an automatic sprinkler system have been installed for try prote ich.

The sammill at North Crandon which was purchased by J. A. Walsh from H. L. Roe about a year ago has been sold to Julius Monnette of Pearson, Langlade county. Mr. Monette will remove the mill to a site near Pearson and operate it there. It has a daily capacity of 30,000 feet.

Charles W. Fish of Elcho has made a large cut of timber this season and expects to bring in about 10,000,000 feet of logs. During January, when many loggers were taking their men out of the woods, Mr. Fish the his entire crew at work with the idea that there would surely be some sleighing this winter. Now that the snow has come he has been hauling his cut and will complete the work shortly.

The Shawano Land & Timber Company is said to be contemplating erecting a sawmill near Rice Lake to work up the timber which it owns in that locality. This winter camps have been established near Crandon and Elcho. The proposed mill near Rice Lake will do away with long hauls of the timber to a sawmill

The Steven & Jarvis Lumber Company of Eau Claire has purchased and is now shipping 500,000 feet of oak, basswood and maple lumber at Richland Center. The lumber will be used in the manufacture of furniture and interior finish. The company has also purchased 3,000,000 feet of standing timber at, Ash Ridge, Soldier's Grove, La Farge and Tevera. This timber will be sawed and shipped this year.

The new Lincoln Box Company of Merrill has closed contracts for furnishing the necessary machinery for the new plant. The machinery will be completed about the time the new plant is completed, so that work can be started immediately. J. G. Wenzel is president and George Misterek secretary.

The Kenfield-Lamoreaux Lumber Company has started both day and night operations at the sawmill in Washburn. Bolt material has been eming in at such a rapid rate that it is practically necessary to run the sawmill full time.

Logging contractors of northern Wisconsin are liable to great losses unless snow falls and remains on the ground for another month. The winter's cut is about half completed and the roads are bare, making hauling impossible, according to reports from Cable, Wis. Half of the logs are lying where they are cut and if they are not taken out this winter they will rot. The swamps in which they are lying are inaccessible unless show covers the ground. This condition is said to be prevailing in nearly all of the fifty camps in the section near Cable.

The Randolph Wagon Works at Randolph recently closed a most successful year. It is one of the big industries of Randolph and affords employment to about forty employes. During the past year the concern shipped 3,800 wagons and paid out about \$25,000 in wages.

Moving pictures of lumbering operations featuring a large steam hauler were taken recently at camp No. 5, near Cornell, Mich., of the I. Stephenson Company of Marinette. It is at this camp that a large steam hauler is used to haul the logs from the woods to the Escanaba & Lake Superior Railroad.

Six heavily loaded sleighs, composing a train which a steam caterpillar log hauler was bauling down bill recently, wrecked the caterpillar of the Holt Lumber Company at its camp fourteen miles northwest of Lakewood. The caterpillar was demolished by an avalanche of logs from the log sleighs attached thereto. The big engine became unmanageable about half way down the hill, causing the logs to break away and crash into the hauler. No one was injured.

The new mechanics' institute of the University of Wisconsin at Madison will be opered this month. Fifteen scholarships, representing twelve trades, will be distributed throughout the state. There will be offered

LATEST IMPROVED DRY KILNS AND MACHINERY

# MONOGRAM BRAND Monogram Brand White Oak Flooring



Perfectly dried and worked. Made from our own tumber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant,

Our Specialty:

Quarter-sawed White Oak Flooring

The knesses: 5," and 13 16" Standard Widths

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# **Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.

Isola, Miss.

Sales Office Cincinnati, O.

### SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

### The Tegge Lumber Co.

High Grade

Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

# TROUBLE?

Are you having any lumber trouble?

Does your oak warp, split, check or honeycomb in the kiln?

Does your gum stain, buckle, twist or do the bucking broncho act?

Do you have any difficulty with split panels and defective glue joints?

Do you have to dye, stain or refill your lumber to get a uniform color?

Do you have any reclaims on finished goods from bad glue joints, finish or other reasons?

You can cure all your lumber troubles by using

# Kraetzer-cure

TRADE MARK

You don't have to buy Kraetzer-Cured Lumber—you can produce it yourself from air-dried, half-dry or green stock.

Your lumber will then dry in your kilns quick, straight and free of all defects.

We will tell you where to buy Kraetzer-Cured Lumber, if you ask us.

We will tell you about the Kraetzer Preparator, the use of which insures the quick and accurate seasoning of lumber, if you ask us.

We will send you a new and interesting pamphlet involving the entire theory and practice of steaming wood under pressure, if you ask us.

ASK US

The Kraetzer Company
537 S. Dearborn St., CHICAGO

three courses which will specialize pattern making molding and iron working.

A victory for Wisconsin lumbermen dealing in lumber trimmings was gained in a recent decision of the Interstate Commerce Commission, which ruled that railroads shall transport trimmings at fuel rates rather than lumber rates. The case was that of the Green Bros. Box & Lumber Company of Rockford, Ill., which gets lumber trimmings from Odanah, Wis., via the Chicago and North Western line, which applied lumber rates. The railroad refused to apply fuel rates, holding that it was made especially low for the sole purpose of allowing farmers to dispose of the products readily after clearing their farms. Other points in Wisconsin which are affected by this ruling are Milwaukee, Eau Claire, Wausau, Stevens Point and Grand Rapids.

### The Hardwood Market

#### =< CHICAGO >=

Chicago continues to keep pace with other centers of the country, maintaining a rather quiet tone, mainly because of the absence of good weather that would tend to open up building operations. As a result the yard and other trades are about marking time, but there is a general report suggesting an opening up of inquiries, which are probably more in the nature of feelers than because of a true desire to buy.

There is not any indication of further breaking in prices, and the indications are that there will not be any more serious offenses in this direction.

The stock situation at consumers' yards is favorable to the future of the business generally, as there is nowhere any sufficient supply to last for any length of time. However, buying continues to be on a good basis for immediate consumption. This, however, is probably almost as much on account of a refusal of strong concerns to contract for large orders for future delivery as it is because of any general policy on the part of the buyers in this direction. An indication of this condition is seen in connection with a large veneer concern which constantly carries in stock a large quantity of veneers ready for immediate shipment. The veneer business has not been any too good for some time back, but at present is doing the best business probably for a good while, based mainly on orders for immediate delivery. It can deliver these orders because of stock on hands and is receiving them because of the knowledge of this condition on the part of the buying trade.

The general building situation is in pretty fair standing and the indications are that it will open up in first-class order as the weather becomes more satisfactory. There is nothing big looked for from the consuming factories, but this branch of the consuming trade will probably take its quota before the spring is very far advanced. On the whole the Chicago situation, while not at present any too satisfactory, bids well for the future, and this favorable future is not very far ahead.

#### -----<-- BUFFALO >---

The hardwood market shows up fairly well for the season, though wholesalers report a smaller movement as a rule than that of January, which was quite a good month. Conditions at present seem to point toward early improvement. Dealers are hopeful after interviewing their customers, and it looks as though this month would see quite a fair number of orders placed and at prices which will show considerable firmness.

Lately there has been some cutting of plain oak prices in this territory, although most members of the trade have not yielded to the tendency to take such action. It is not producing much more business and has the usual tendency to spoil the market for everybody concerned. Maple has been holding up about as well as any hardwood and is being bought for flooring uses to a good extent. Ash, elm and chestnut are having a fair sale. The weather has not been mild enough to allow building operations to be carried out to any extent, and this has had some restraining influence-upon business.

#### — ⟨ PHILADELPHIA ⟩ =

The recent heavy snowstorms have to some extent interfered with a fluent hardwood lumber traffic, but on the return of good weather a resumption of the noticeably improved conditions may be expected. Undeniably the greatest drawback to an early prosperity is the dilatory decision of the Interstate Commerce Commission as to the five per cent increase in freight rate requested by the railroads. It is the general opinion that the increase will eventually be granted, but it is regretted that this action was taken by the commission, as it is believed that had it given some favorable endorsement of the railroads' request the latter would have come into the market at once for a large block of material. The general tone of the hardwood lumber buyers is optimistic and a tendency prevails to protect themselves by closing deals for future delivery. Inquiries have been multiplying of late which indicate that buyers are feeling the market for early purchases. Prices have shown very little change. Quartered oak, although not increasing in volume of sales, holds firm; oak not so strong; maple, ash, chestnut and birch steady; beech a little livelier. Low grades scarce and in good demand.

# ====< PITTSBURGH >====

Cold weather and deep shows have put the lumber business quite a little to the bad the past two works. Variating has been slow for the person that all outside operations have stopped. Yard men loaded up in January with enough lumber to carry them through the winter and they are now waiting for sunshine to develop new building prospects. The building situation is greatly improved. There is little doubt but that trade in this line will be good this summer unless labor difficulties binder. Inquirles from furniture, automobile and implement concerns are fairly good, but these manufacturers do not seem to be ordering stock for more than three nonths ahead. Railroad business is very quiet. Little is expected in this the before the Interstate Commerce Commission's decision on treight rates is handed down

## ---≺ BALTIMORE >-

The hardwood trade of this section continues quiet, with the demand very moderate and prices in the main easy. The falling off in the move ment noted last month is still in evidence and for the present the indications do not encourage expectations that a marked expansion in the require ments will take place before long. At the same time it is to be said that the mills are also hampered in their work, the production being decidedly curtailed by reason of cold weather and deep snow. While Baltimore got off luckler than some of the other sections, the actual need for lumber has been restricted to an appreciable extent and this has helped to emphasize the quiet. As for the northern sections, business there has come to a complete standstill, and perhaps weeks will elapse before traffic becomes entirely normal again. Work of all kinds in which hardwoods are used has been inter-fered with, so that the curtailment of production is not likely to have the "feet it might exert if the sources of distribution had remained open. shutdown at the mills for an indefinite period also seems inevitable, and it is therefore to be said that at least no further additions to the supplies will He made, with the probable result of causing congestion

The common grades of such woods as oak, poplar and chestnut are relatively low in price, the offerings having been far larger than regard for firm values would have made desirable. Most yards appear to have very adequate stocks on hand, and they are showing no eagerness to add to their holdings. In many instances, as a matter of fact, there is a positive refusal to entertain offers by salesmen. On the other hand, it is to be said that no inherent weakness seems to affect the trade. In spite of the evident hesitancy and the check upon the movement, the foundations of the business are seemingly firm, the holding back being due chiefly to a feeling of uncertainty as to political developments. The better grades of lumber are neither in excessive supply nor are they being unduly pushed, and the quotations on them are fairly steady. The export trade reflects the unsatisfactory general conditions that prevail abroad, and liberal shipments have kept supplies so large as to give the buyers in effect control of the Some of the shippers here say that their export business has been reduced to about one-third of what it was last year, and if this policy is generally pursued it should not be very long before an appreciable improvement takes place. For the present consignment shipping is to be strongly advised against as inviting serious losses; in fact, caution and conservatism are to be enjoined all along the line.

# ──≺ COLUMBUS ≻

The hardwood trade in Columbus and central Ohio territory has been ruling steady during the past fortnight. There is a good demand for stocks from both yardmen and purchasing agents of factories, and the volume of business is all that could be expected for the season. The extreme cold weather which prevailed in the latter part of February and early in March had the effect of making the market quiet. It stopped building operations and made dealers slow in placing orders.

One of the best features of the trade is the buying on the part of fac tories. Implement and vehicle concerns are buying steadily and they are pretty busy. Furniture concerns are expected to be in the market soon, and buying on the part of automobile factories is also auticipated. Factory stocks are generally light. Stocks in the hands of dealers are not very large, but they are gradually accumulating, to be prepared for the rush in the spring. The indications are very bright for active building as soon as the weather breaks. Architects and contractors are busy figuring on plans. It is estimated that there will be about \$8,000,000 in new structures erected in Columbus during the coming year.

Shipments have been delayed to a certain extent by the wintry weather, but this condition is expected to be only temporary. Dry stocks in the hands of mill owners are not large. The feeling in hardwood circles is generally good and collections show an improvement.

Quartered and plain oak are both firm and the volume of business is fair. There is a good demand for chestnut, especially sound wormy, which is exceptionally strong. Poplar is also moving well and stocks are not as large as formerly. Basswood and ash are strong and the entire list is nolding up well.

\_\_\_\_\_ < CINCINNATI >-----The general market conditions are quiet, to say the least, just at this time, so far as real business is concerned, but judging from the quantities

We offer the following stock of our own production, from good logs. Consists of good widths and lengths. Is band sawn and carefully edged and trimmed.

# Ouartered White Oak

4 4"	1 sts & 2nds	45,000 ft.
4 4"	No. 1 Common	25,000 ft.
5 4"	No. 1 Common	16,000 ft.
6 4"	1sts & 2nds	5,000 ft.
	No. 1 Common	
	1sts & 2nds	
8/4"	No. 1 Common	10,000 ft.

### Plain White Oak

4/4"	1sts	&	2nds.								2,000	ft.
4. 4"	No.	1	Comm	on						,	350,000	ft.
4 4"	No.	2	Comm	on						,	65,000	ft.
5/4"	No	1	Comm	on							35 000	64

#### Plain Red Oak

4 4"	lsts	80	2nds.								250,000 f	t.
											250,000 f	
4 4"	No.	2	Comm	on							125,000 f	t.
5/4"	1sts	&	2nds.								35,000 f	t.
											25,000 f	
5 4"	No.	2	Comm	on							10,000 f	t.

#### Mixed White and Red Oak

4	4"	No.	3	Common						245,000 ft.

#### Red Gum

4/4"	1sts	& 2nds	. 75,000 ft.
4/4"	No.	Common	. 350,000 ft.
5/4"	1sts	& 2nds	. 17,000 ft.
5/4"	No.	Common	. 200,000 ft.
6/4''	1sts	& 2nds	. 100,000 ft.
6. 4"	No.	Common	. 60,000 ft.
8/4"	1sts	& 2nds	. 39,000 ft.
8.4"	No.	Common	75,000 ft.

## Sap Gum

4/4"	1sts	&z	2nds.							75,000	ft.
5/4"	1sts	&	2nds							50,000	ft.

#### Cottonwood

3/4"	1sts	& 2nds,	6" & up.	 	 60,000	ft.
4/4"	1sts	& 2nds,	6"-12"	 	 250,000	ft.
4/4"	1sts	& 2nds,	13" & up	 	 150,000	ft.
4/4"	Box	Boards,	9"-12"	 	 85,000	ft.
4/4"	Box	Boards, 1	13"-17"	 	 250,000	ft.

#### Cypress

4/4"	1st &	2nds								18,000	ft.
4/4"	No. 1	Shop.						٠		83,000	ft.
4/4"	No. 1	Shop d	Sc	Be	tte	r				14,000	ft.
6/4"	Selects	5								35,000	ft.
	No. 1									45,000	ft.

#### Elm

12/4" No. 2 Common & Better .... 350,000 ft.

#### PAEPCKE LEICHT LUMBER COMPANY GENERAL OFFICES CHICAGO, ILLINOIS



GENERAL VIEW OF MAIN SAWMILL PLANT.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS---"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

# STOCK LIST-Dry Lumber on Hand March 1st, 1914

3 '8"	1 2"	5/8"	3 4 '	4 4"	5 4"	6/4"	8 4"	10 4"	12.4"	16/4"
1st & 2nd Qtd. Wh. Oak, 6" & Up 92,000	80,000	20,000	51,000	85,000	24,000	*13,000				
1st & 2nd Qtd. Wh. Oak, 12" & Up					13,000					
No. 1 Com. Qtd. Wh. Oak, 4" & Up 27,000	29,000	9,000	16,000	55,000	19,000	1,000				
No. 1 Com. Qtd. Wh. Oak, 6" & Up				35,000						
Clr. Q. W. O. Strips, 21/2 51/2" & Up				13,000						
1st & 2nd Pl. Wh. Oak, 6" & Up	55,000	10,000	24,000		*21,000					
No. 1 Com. Pl. Wh. Oak, 4" & Up	8,000	5,000	10,000	347,000	17,000		27.000		1,000	
No. 2 Com, Pl. Wh. Oak, 3" & Up	14,000	5,000		*130,000		4,000				
1st & 2nd Pl. Red Oak, 6" & Up		26,000	28,000	*67,000	*41,000	*37,000	46,000			500'
No. 1 Com. Pl. Red Oak, 4" & Up		25,000	23,000	686,600	17,000	*43,000				
No. 2 Com. Pl. Red Oak, 3" & Up				64,000	5,000	2,000				
No. 3 Com. Pl. Red Oak, 3" & Up				32,000						
Oak Core Stock				400,000						
1st & 2nd Red Gum, 6" & Up 400,000	350,000	172,000	400,000	358,000	163,000	162,000	17,000	10,000		
No. 1 Com. Red Gum, 4" & Up200,000	246,000	300,000	350,000	450,000	224,000		26,000			
1st & 2nd Fig'd Red Gum, 6" & Up	25,000	15,000	30,000	15,000	4,000	2,000	5,000			
No. 1 Com. Fig'd Red Gum, 4" & Up	5,000	4,000	4,000	5,000	12,000	1,000	2,000			
1st & 2nd Qtd. Red Gum, 5" & Up				10,000	5,000	6,000	15,000			
No. 1 Com. Qtd, Red Gum, 4" & Up				12,000	2,000	3,000	5,000			
1st & 2nd Sap Gum, 6" & Up 29,000	24,000	5,000	16,000	200,000	73,000	*60,000	16,000	7,000		
No. 1 Com. Sap Gum	24,000	15,000	25,000	118,000	47,000	10,000				
1st & 2nd Sap Gum, 13" & Up				13,000						
Sap Gum Box Boards, 8-12"				50,000						
Sap Gum Box Boards, 13-17"				35,000						
No. 2 Common Gum, 3" & Up 194,000	53,000	236,000	77,000			148,000				
No. 3 Common Gum				100,000						
1st & 2nd Cypress						2,000				
Select Cypress				29,000		62,000				
No. 1 Shop Cypress				22,000		9,000	22.11.			
Common Cypress				7,000		42,000	\$5,000			
Log Run Cypress				*10,000			367,000			
1st & 2nd Tupelo, 6" & Up				75,000						
No. 1 Com, Tupelo, 4" & Up				20,000						
Log Run Cottonwood				13,000 -						

\* Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap dum in grades of No. I Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and flat and to be absolutely free from stain. Kraetzer-Cured lumber is of a soft mild texture and uniform in color.

Indicates were facilities for killedrying and surfacing. We specialize on the tumbers, switch and cross lies, car stock, bridge and crossing



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

of inquiries soing regularly received the posspects are very flattering for a nice steady business when the weather off is. It is said that factories are trying to get busy and will see end scorer or liter, and the run down condition of stock will have to be built up. This is said to account for the steady inquiry for hardwoods covering nearly every item on the list, which are looked upon as feelers, and there is bound to result a general buying disposition by early spring, and earlier this year than usual. It is expected that the buying will be moderate and conservative, growing stronger as the business in the manufactured article increases There is a good tone to the oak market in all grades, and this wood is moving fairly well. Quartered bak is said to be improving also. gum in high grades is dull, while sap gum in upper grades is in much bet ter request. There has been quite a little improvement in the movement of common and better chestnut and dealers find this an encouraging fea Ash, as has been the case for many weeks, is the best seller on the hardwood list. Maple is in active demand. All low grades of hard woods suitable for the box manufacturers are in excellent demand at sat Prices on all hardwoods are very firm and manufacturer claim to be well supplied with orders and are not loading up too heavily with future business at present prices. This indicates further strength later on and is based upon the expected good demand coupled with known light stocks in the hands of consumers.

# — ≺ INDIANAPOLIS ≻=

There has been considerable inactivity in the hardwood market during the last two weeks, due largely to the heavy snowstorms throughout the state. Tradiic has been interrupted to a large extent and inbound and outbound shipments have been delayed. While hardwood concerns are receiving many inquiries, indicating a good business later on, there has not been much buying. Conditions, however, are approximately as good as they were at this time last year. Prices are rather steady, considering conditions. The furniture and automobile industries, which use much hardwood, are reporting a steady improvement. There is also a vast amount of building, requiring interior hardwood trim, in sight.

# =≺ NASHVILLE >==

Cold weather has had the effect of checking the improvement that was noted in the hardwood market during the first half of February, though manufacturers and shippers report a fair demand. Plain and quartered oak is the leading seller, with some demand noted for poplar and ash. While conditions would warrant an easier tone in the market, most of the lumber is in strong hands, and little disposition is manifested to reduce prices. It is insisted that the raw material continues high, and that hardwood lumber is good property.

# ──≺ LOUISVILLE >──

Business is looking a good deal better now than it has since the first of the year. The upward trend of prices on one or two woods, and the fact that a scarcity of stock in certain items is being experienced, with the demand relatively light, suggests what may be expected if business picks up to anything like the proportions which may logically be expected. There seems to be a surplusage of good plain oak at present, but remem bering the shortage of this wood a year ago, and recalling the fact that oak, while not impervious to substitution, holds its own against other woods better than most, it seems reasonable to believe that the volume of business will soon be sufficiently good to move whatever oversupply may now be in evidence. Certainly plain oak may be had at present at prices which make it a very good buy, seeming to suggest that consumers who really want oak must find the game of substitution rather unprofitable Quartered oak is in good demand. Quartered red, of course, is in small supply, and the demand for it, though not as large as for quartered white, can hardly be supplied. Prices generally are holding firm. Chestnut is moving exceptionally well just now, some advances in prices having been noted. A good many of the larger mills are reported to be oversold on lowgrade chestnut, including sound wormy, and this, of course, is stimulating the demand. It seems likely that other woods will shortly undergo similar treatment, and that a general stiffening up all along the line will be in order. While business has not expanded to large proportions as yet, general conditions are so good that everybody is feeling cheerful over the

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The hardwood situation continues to improve, and nearly all the items on the list are in fair request. Orders are coming in much better than they did and call for a better volume. Most of the orders received ask for quick delivery. Plain sawed white oak seems to be in best demand, with wide poplar and ash coming next. The other items are only in moderate request. There is also a noticeable improvement in the call for red gum. It is the consensus of opinion that just as soon as the very severe weather that has been prevailing for the past couple of weeks is over and the weather becomes settled and allows of building operations to go on, the nardwood situation will become stronger. It is also thought that prices will become stronger. The cypress demand is showing improvement, and orders are coming in much better than they did and for larger amounts.

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

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Best Indemnity at Lowest Net Cost Can Be Obtained From

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Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

# U. S. Epperson & Company

Attorney and Manager 1101 R. A. LONG BLDG.

KANSAS CITY

The distributors of this lumber are feeling much encouraged over the outlook, as it is nearly time for big consumers of lumber to come into the market with their orders. This also applies to the retailer. There is no doubt that the distributors in this center will get plenty of business when the weather conditions improve. As the stocks here are in pretty good shape, there is a feeling of optimism prevailing all along the line.

# ====≺ MILWAUKEE >=

The increased activity in the logging country of northern Wisconsin and Michigan has resulted in a much better feeling in the hardwood trade. While it is pretty well understood at this time that the log output will not be so large as would have been the case had winter weather made its appearance before February, yet the present favorable weather conditions in the northern country are allowing loggers and lumbermen to rush their work with a vim. No difficulty is being experienced in getting the accumulated logs to the sidings for shipment and many concerns which have not closed their logging camps are sending their sawyers back to Several of the largest concerns in northern Wisconsin have their camp forces at work and will keep them cutting until the spring break-up. Logs are arriving at all the mills and many plants are being placed in

Despite the feeling that the log output will be larger than was anticipated a few weeks ago, lumbermen are of the opinion that a genuine shortage of dry hardwood stocks will be experienced before the rush of the spring building season is over with. Stocks of northern woods, particularly birch and maple, are unusually low, even at this early date. Basswood stocks, especially in the lower grade stuff, are being reduced as a result of the increased activity of the box manufacturers. Offerings of southern hardwood are somewhat in excess of demand just at the present time. although this situation is believed to be only temporary. The demand for both plain and quarter-sawed oak is showing considerable improvement, while a better trade may be expected with the advance of the building

The leading factory consumers of hardwood are not in the market just at the present time, although most of them are making inquiries, regarded as a favorable sign. Stocks in the hands of the factory trade are light and it is only a matter of time when these people will have to come into the market. The fear of much higher prices will also be a factor in bringing about early buying.

Dealers about the state and in other territory tributary to Milwaukee are placing some fairly good orders. Wholesalers have been endeavoring to impress upon retailers the fact that now is the time to get in their orders for spring stock while shipping facilities are favorable and before bardwood prices make further advances. Salesmen say that stocks in most retail yards are far from large.

The building activity in Milwaukee is being well maintained and there have been steady, consistent gains since the first of the year. During the month of February there were 127 permits issued by Building Inspector W. D. Harper for structures to cost \$578,382, while during the corresponding month a year ago there were 119 permits granted, representing an investment of \$518,836. During the last week of the month there were 35 permits issued for buildings to cost \$285,280, as compared with an investment of only \$147,700 during the same week a year ago.

# ===≺LIVERPOOL≻=

Business in Liverpool and vicinity has been exceedingly quiet and prices ruling have been far from satisfactory. The trade is still suffering from a surfeit of consignment deliveries. Prices ruling are very peculiar and very little reliance can be placed on the figures heard. Stocks, on the other hand, are rather smaller than were noticeable in our last report, but in some lines things are in a very bad state. For example, there are over 1,000 logs of round bickory in first hands still unsold, and this in the face of very heavy shipments coming forward by every ship. Naturally, in face of this, buyers here are not inclined to purchase beyond their immediate requirements. Three mahogany sales have been held recently and as was expected, in view of the heavy stocks, poor prices only were realized. Lumbermen state that they cannot indeed see any immediate chance that this situation will be relieved; in fact, they see still lower prices coming. Round ash logs are coming in freely and have on the whole been placed satisfactorily, as the stock is not very heavy. Ash planks, on the other hand, are exceedingly weak and some ridiculous prices have been named recently. Some consignment parcels in weak hands have changed hands at prices about half their proper values. Shippers should on no account send any consignment parcels of ash to this market, as skipments would be very unprofitable. There is no chance of contracts being made on a profitable basis for some months to come, as stocks are very heavy and consumers are not very busy. The oak market is somewhat better, and some good movements have been made. Cabinet stocks have recovered to some extent from the heavy consignments noted a few months ago, while wagon stocks have moved quietly into consumption. There are, however, large parcels of oak planks still unsold; this is true chiefly of stock of an inferior quality. Round oak logs are weak and there is no sale at the moment. Birch is good and in view of the small stocks good values should be realized for the new shipments. Poplar values in all grades are decidedly weak, while quartered oak is scarce and firm. Cottonwood is slightly better, as is also gum lumber in wide specifications.

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#### WANTED BY AN EASTERN

wholesale hardwood company, running a distri buting yard and interested in mills, a man of experience at the mill end as salesman in New England and eastern New York. Education and good appearance essential and willingness to sacrifice convenience and comfort for orders. Habits must be absolutely correct. Good salary and advance assured to a live wire. Address "BOX 131," care HARDWOOD RECORD.

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with practical experience in buying and selling hardwoods, cypress and yellow pine in car lots to the consuming trade. Party must be prepared to invest \$1,000 or more in cash. This opening is with a wholesale lumber company located in the Ohio valley, and a good chance for the right party. Address, with full particulars, stating age, experience and references.

"BOX 130," care Hardwood Record.

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wanted for hardwoods and white pine. Must have personal experience in grading and knowledge of the eastern market. A man of like experience to be located in Michigan. Address

"Box 128," care HARDWOOD RECORD

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In woodworking plant. Detail man, who can estimate lay-out, bill, etc., from plans and specifications in general woodworking plant. O. M. WEBER CO., INC.

North Wales, Pa. (Near Philadelphia)

#### EMPLOYMENT WANTED

### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Sales-Chas. Johnson, Sec'y, 96 Kirkland Rd., men. Rochester, N. Y.

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#### WANTED

Timber tracts from 300 acres to 1,000 acres: must be virgin timber and located not more than 5 or 6 miles from a shipping point. ALLEN & STODDARD, Groton, N. Y.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash

GEO. W. HARTZELL, Piqua, Ohio.

#### TIMBER ESTIMATING

#### TIMBER ESTIMATES.

Timber estimates, surveys, maps and detailed reports as to actual stand, quality and logging conditions.

THOS. J. McDONALD, Forest Engineer, East Tennessee Bank Bldg. Knoxville, Tennessee.

## TIMBER FOR SALE

#### \$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans. selling and exchanging cutover lands, and a general real estate business. If you want to buy or seil write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 feet. For further particulars address

TENNESSEE HARDWOOD LBR. CO., Nashville, Tenn.

#### LUMBER FOR SALE

#### WANT TO GET IN TOUCH WITH

consumers of Black Walnut lumber in Ohio, Pa. N. Y., N. J. J. M. WHITE, East Waterford, Pa

### BUYERS OF HARDWOODS.

Do you want to get in touch with the best ouyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

### **DIMENSION STOCK WANTED**

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street.

New York.

# TIMBER LANDS FOR SALE

#### FOR SALE-18,193 ACRES

timberland in St. Landry Parish. La. 76,770,000 feet of timber. Land subject to cultivation after timber is removed. For particulars apply J. E. DUNLAP, Plaquemine, La.

### 2,150 ACRES HARDWOOD TIMBER

in Mississippi. New railroad, short baul, low W. L. ARCHIBALD, Oxford, Miss.

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wis.

#### FOR SALE-BY OWNER 2200 ACRES VIRGIN HARDWOOD

Cruised by forties. Total stumpage thirty million feet, half oak, very heavy. Santa Fe R. R. runs through 9 forties: also tram extends into tract; 3 miles frontage on Sabine River, high bank. Perfect transportation facilities. Fine logging surface. Near Merryville, La., town of 1,000 people. Write M. B. PERSONS, 1048 Lafayette St., Denver, Colo. Cruise sent on request.

### MACHINERY FOR SALE

# WOODWORKING MACHINERY

- 2-14x6 Lightning Flooring Machines.
- 1-7" 4 side inside matcher, Atlantic. 1-14x4 inside matcher.
- 1-24x6 inside matcher.
- 2-10x4 outside moulders.
- 1-9x4 outside moulder
  - SANDERS.

1-42" Perfection. 1-48" Thomas. 1-48" H. B. Smith. 1-54" J. A. Fay & Co.

1-60" Columbia CABINET SURFACERS.

1-27x7 H. B. Smith.

1-26x6 Egan & Co.

1-26x6 double surfacers, Egan & Co.

Jointers, Tenoning machines, boring machines. 3-Circular Resaws.

Belting, Shafting, Pulleys, Hangers CLEVEYAND BELTING & MACHINERY CO.,

Cleveland, O.

#### FOR SALE

Two I office Sawmills 40 H P mill has butting saws and cause objects to their with steam purps which is bugs to is ample the protection. Also social Swall . . wag dis, the brave feath of even there are This to that old is in that has condition in the be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Lynn, Manager, 1948, Science 1948. LBR. CO., Georgetown, Miss.

#### LUMBER WANTED

#### WANTED TO BUY

Three cars 2x2x18" White Oak Squares. DUHLMEIER BROS., Cincinnati, Ohio.

#### DRY LOG RUN ELM WANTED

50,000 it. 5 4 not over 15% No. 2 common for immediate shipment.

W. A NOBLE & COMPANY Little Rock, Ark.

#### WE BUY CHERRY

in every thickness and grade. We pay each Advise what you have. Will place orders for 14" for future delivery

THE CHERRY LUMBER CO., St. Bernard Sta., Cincinnati, O.

#### OAK, POPLAR, ASH

and all other hardweeds, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of MARDWOOD RECore. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

#### WAGON STOCK WANTED

#### WE ARE IN THE MARKET FOR

2 or 3 cars bone dry oak plank, 2% and 3" thick. 2 or 3 cars bone dry No. 1 hickory axles, small sizes

THORNHILL WAGON CO., Lynchburg, Va

# BUSINESS OPPORTUNITIES

#### MUST SELL AT ONCE

20,000 capacity circular mill. Good as new, location river and railroad. Can get plenty logs. One of best timber belts in the South, 35 miles from Memphis, Tenn.

"BOX 143," Harrisburg, Ark.

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WANTED-HARDWOOD LUMBERMENto try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies un-

alterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat. Special forms of tally tickets mailed on appli-

cation. 'Covers sold on approval to responsible concerns. HARDWOOD St., Chicago.

# **GIBSON** TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets-44x8# inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket. Gives large area of four tickets for complicated tallies, or straight grade can be made

on one page. Accommodates any form of tally ticket desired. 'Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable; Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate' designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



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Aluminum Tally Covers, each Aluminum Tally Covers, perdozen
Patented triplicate Tally Tickets (stock form) Single sheet manila (stock form) Tally Tickets, Specimen forms of Tally Tickets mailed on applica-tion. Covers sold on approval to responsible concerns

Manufactured by

Hardwood Record 537 S. Dearborn St., CHICAGO

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# E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cvpress, Yellow Pine, Dimension Stock 819 FISHER BLDG. HAR, 1187

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WESTERN SOFT PINE DIRECT MILL REPRESENTATION B. Nettleton



are frequent Two Piece Geometrical Barter Coin is in use, then imitation isn' S. D. CHILDS & CO. Chicago



# MAKE BOX SHOOKS LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery. The Peter Gerlach Co., Cleveland, O.

If you want to get in touch with 3000 Live Wire

Buvers of Hardwoods it will pay you to find out about the Hardwood Record's

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One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet-

"Selling Lumber By Mail"

It will prove a revelation to you.

# HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., CHICAGO



# **AMERICAN FOREST TREES**

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

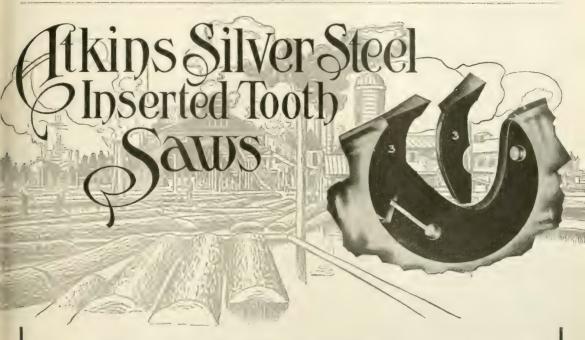
¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

## HARDWOOD RECORD

537 South Dearborn St.,

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We are prepared to prove to you—by actual test—that you are losing money by not using

# **Atkins Inserted Tooth Saws**

The quality of material used in ATKINS INSERTED TOOTH BLADES means a decreased expense for refitting. The steel, construction and methods used in the manufacture of ATKINS BITS and HOLDERS insure the best results.

These are broad statements, but we are perfectly willing to prove them by actual comparative tests.

The blades are made of the same SILVER STEEL as used in ATKINS SOLID TOOTH SAWS—insuring maximum wear and tension holding qualities.

The Teeth and Holders are made of a special alloy steel of great tensile strength. They are drop forged and finished by hand—absolutely uniform.

The teeth have the correct hook—take less power.

The holders and teeth are constructed on the same circle—with uniform strain.

The Holders will carry the sawdust out perfectly. The teeth are given a correct swage—insuring uniform

The Tempering is done in special furnaces and methods used which produce as fine a temper as clock spring. The accurate finishing of all parts give each tooth the max-

The accurate finishing of all parts give each tooth the maximum cutting capacity.

The adjustment of the tooth into the holder is scientific.

The adjustment of the tooth into the holder is scientific, producing the best and most economical results.

The secret of the successful use of Saws lies primarily in the feature of sharp and accurately shaped teeth, and secondly thru a proper tension. These features are exemplified in ATKINS SILVER STEEL INSERTED TOOTH SAWS.

#### HOW TO GET THEM

You make early seems a Gename ATRINS SHAVER STEEL SAW from an empty house by many strengthing "ATRINS". Atking Bit at I Hold is a fee interchange the wide offers to design to see the lie to be the action of the SHAVER STEEL BLADE. It works along the action proper service from your usual source of supply, write to the nearest address because

# E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND. CANADIAN FACTORY, HAMILTON, ONT.

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Branches carrying complete stocks for immediate delivery in the following cities. Address F. C. AFKINS & CO., Inc.:
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We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

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# RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

Years of Hard Service Have Demonstrated Russel Cars to be Superior in Quality and Construction. Built for any Capacity Desired

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# Baldwin Geared Locomotives

are built for severe service on steep grades, sharp curves and uneven tracks.



They are symmetrical in construction, with central drive and gears of selected material.

Further particulars will be gladly furnished on request

# THE BALDWIN LOCOMOTIVE WORKS

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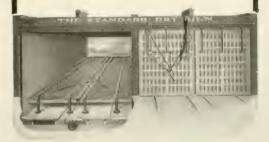
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to keep the drying conditions under close control. That's why the Standard Moist Air Drying System is so perfectly adaptable for fine hardwoods. That's why it's the right kiln for your product. We'll guarantee the results.

The catalog contains a lot of facts about lumber drying that you ought to know. Write for it. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



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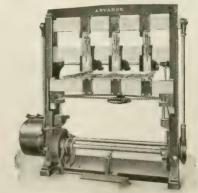
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307 W. Randolph Street, ESTABLISHED 1882 CHICAGO

# Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES ASK FOR CATALOGUE Manufactured by

SARANAC MACHINE COMPANY

BENTON HARBOR.

MICH., U. S. A.

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# Ahnapee Veneer & Seating Co.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed Veneer

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Custom Mill Work, Storage, Inspection

# Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer



# PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

# eneers and Panels with a Reputation

X/E manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

Wausau, Wis.

# VENEERS AND PANELS



EVANSVILLE VENEER CO., Evansville, Indiana

# VENEERS

Manufacturers and Importers of Circassian Walnut, Mahogany and other woods

We guarter-saw and slice White Oak, Red Oak, Gum and Sycamore

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms

Plant is equipped with the most modern machinery and drying systems known.

CIRCASSIAN

MAHOGANY

# Logs

WE IMPORT

WE MANUFACTURE

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS. MICH.

# B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

# VENEERS

Cut right; dried right; prices right

HUMBOLDT. TENNESSEE

# Memphis Veneer & Lumber Co. Memphis, Tenn.

# Mahogany Veneer

1-8, 3-16 and 1-4-in, door stock. 1-20 and 1-16-in. sawed mahogany.

# Sawed Veneer in the following

Ouartered White Oak. Ouartered Red Oak. Plain Red Oak. Yellow Poplar. White Ash and Ouartered Red Gum

Memphis Veneer & Lumber Company Memphis, Tennessee

# Hardwood Record's

strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

# OAK VENEERS

Sliced and Sawed Quartered and Plain White and Red Oak

Walnut Cherry Ash Maple Also Band Sawn Lumber in These Woods

Hoffman Brothers Company FORT WAYNE, IND.



# "Ideal

# Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# The I. Stephenson Company

WELLS, MICHIGAN

# EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

WE OFFER FOR PROMPT SHIPMENT 150M 5/8 Beech

75M 4/4 No. 2 Common & Better Basswood

Winter cut-Full log run

RIGHT PRICES

**OUICK SHIPMENT** 

# FORMAN'S FAMOUS OAK FLOORING

Is made in faultless fashion from the most uniform-colored and even-textured oak produced: worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Ky., sawmills.

# Thomas Forman Company

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# Von Platen Lumber Co.

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MANUFACTURERS OF

### BIRCH BASSWOOD ELM MAPLE

150 M ft. 6/4 No. 2 Com. & Better Maple.
200 M ft. 8/4 No. 2 Com. & Better Maple.
30 M ft. 12/4 No. 2 Com. & Better Maple.
12 M ft. 4x4 Hard Maple.

50 M ft. 6/4 No. 3 Common Basswood. 100 M ft. 8/4 No. 3 Common Maple.

100 M ft. 12/4 No. 3 Com. Maple.

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M

# "Chief Brand" Maple and Beech Flooring

in  $\frac{2}{3}$ ,  $\frac{5}{3}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING. MICHIGAN

# Scott & Howe Lumber Co. Ironwood, Mich.

Medford Lumber Co. Medford, Wis.

Sales Office, Oshkosh, Wis.

We Have the Following Dry Hardwood in Shipping Condition:

5 cars 4/4 No. 3 Common Hard Maple 3 cars 6/4 No. 1 C. & B. Hard Maple 5 cars 8/4 No. 1 C. & B. Hard Maple 3 cars 4/4 No. 2 Common Basswood 5 cars 4/4 No. 3 Common Birch 1 car 5/4 No. 1 Common Basswood 2 cars 4/4 1sts and 2nds Birch 2 cars 4/4 No. 1 Common Birch 5 cars 4/4 No. 1 Common Hard Maple 5 cars 4/4 No. 2 Common Hard Maple

We invite inquiries for prices on our stock now being cut for June and July shipments. We are cutting a choice lot of birch, basswood, soft elm and hard maple logs



# BUFFALO

The Foremost Hardwood Market of the East

YEAGER LUMBER COMPANY, Inc.

Oak, Ash and Poplar

932 ELK STREET

ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes. Maple and Oak Flooring

955=1015 ELK STREET

Hugh McLean Lumber Co.

QUARTERED WHITE OAK

940 FIK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.

940 Seneca Street,

BUFFALO

T. SULLIVAN & CO.

SPECIALTIES:

Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



Vansant, Soft
Soft
Soft
Wide Stock, Specialty

Ashland, Kentucky

Manufacturers Old-Fashioned
Soft
Yellow
Poplar
Company

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

# Little River Lumber Company TOWNSEND, TENN.

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

# WE CAN SHIP FROM STOCK

# **BARGAIN PRICES**

On the following rotary cut stock

300,000 ft. 1/30" 2,400,000 ft. 1/8" 1,000,000 ft. 1/20" 3,000,000 ft. 1/4"

275,000 ft. 1/24" 800.000 ft. 1/15" 330,000 ft. 3/16" 50,000 ft. 5/16"

Mostly soft yellow poplar and red and white oak; some yellow pine, chestnut, ash and walnut All this stock is in our warehouses ready for instant shipment—which means something to you in this day of hurry-up orders.

It sounds all right, doesn't it? And those prices are really bargains. Write us and find out.

Chicago Veneer Company, Inc.,

Danville, Kentucky

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

White Oak Flooring SPECIALTY QUARTER SAWED WHITE OAK

Goal Grove, Ohio, U.S. A.

LUMBER CO

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Nineteenth Year, Semi-Monthly.

CHICAGO, MARCH 25, 1914

Subscription \$2. Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

# Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson Mcllvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

# Memphis Band Mill Co.

Wholesale Manufacturers

# **LUMBER**

# **Special Stock for Quick Shipment:**

3/4" 1s & 2s Qtd. White Oak..... 40,100' 3/4" No. 1 Com. Qtd. White Oak. 46,400' 3/4" 1s & 2s Plain Red Oak.....125,200' 3/4" No. 1 Com. Plain Red Oak... 22,400' 5/4x10" & Up R. O. Step Plank... 9,700'

6/4x10" & Up R. O. Step Plank. . . 9,700"

6/4x10" & Up R. O. Step Plank... 24,700 1x10" & Up No. 1 Common Cotton-

We Manufacture Our Own Lumber and Our Trade Mark Is QUALITY

**Memphis** 

**Tennessee** 



# Cartier = Holland Lumber Company



# Special List Stock for Furniture Trade

75,000' 4/4 Sel. End Dried Winter Cut White Maple 20,000' 8/4 No. 1 Com. & Btr. Unselected Maple

14,000' 4/4 Log Run Michigan White Oak 30,000' 4/4 Log Run Michigan Soft Elm

46,000' 6/4 Log Run Soft Maple 100,000' 4/4 Log Run Beech

20,000' 6/4 Log Run Beech

50,000' 8/4 Log Run Beech

#### CRATING STOCK

275,000' 4/4 Mixed Widths and Lengths Pine Crating

1,200,000' 1x4" White Pine Crating

150,000′ 4/4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood

REMEMBER, We perform whatever mill work you require. The 8-4 Maple mentioned above runs 85% 1sts and 2nds.



Michigan Trust Building Grand Rapids, Mich.



Mill: Ludington, Mich.

# MICHIGAN

PAMOUS FOR HARD MAPLE AND GREY ELM

# BASSWOOD

We Offer for Prompt Shipment

1	x	4 Clear	Strips100	M
1	x	6 to 11"	1's and 2's 34	M
1	x	3 No. 1	Common	M
1	X	4 No. 1	Common	M
1	X	5 No. 1	Common	M
1	X	6 No. 1	Common 90	M
4/	/4	No. 1 C	ommon150	M
4/	/4	No. 2 C	ommon 50	M
4	/4	No. 3 C	ommon	M

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# COBBS & MITCHELL, Inc.

Sales Department

CADILLAC

MICH.

# Mitchell Brothers Co.

Dry Stock List

# CADILLAC GRAY ELM

Cadillac, Mich.

March 13, 1914

4/4	Cadillac Gray	Elm	1 8 80 2 8	. 100	M
4/4	Cadillac Gray	Elm,	No. 1 Common	100	M
4 4	Cadllac Grav	i line	30-2 20	100	V
12/4	Cadillac Gray	Elm,	1s & 2s	5	M
4/4	White Marie.	e" j	dried (clear)	10	M.

# CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

# W. D. YOUNG & CO.

MANUFACTURERS

# FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

BAY CITY,

..

MICHIGAN

THE

# Kneeland-Bigelow Company

Hardwood Manufacturers

150,000 ft. 6/4 No. 2 Common & Better Beech 12,000 ft. 10/4 No. 1 Common & Better Basswood 50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.

# THE HARDWOOD GATEWAY

# The Right Lumber at the Right Price

If you are in the market for hardwoods, look over this list of stock and pick out what you want. Inquiries of the firms listing it will show you that the material is properly priced, and that it will be an unusually good buy at the figures quoted. In case you can use a mixed car, made up of several items offered by various houses, ask for a joint quotation. Your attention is particularly called to the wide assortment of stock offered. Small users can have their entire wants taken care of here, quantities available being as large or as small as desired.

#### EDWARD L. DAVIS LUMBER COMPANY

75,000 feet 4-4 1s and 2s plain Red Oak
75,000 feet 4-4 1s and 2s quartered White Oak
100,000 feet 4-4 No. 1 common Poplar
50,000 feet 8-4 No. 1 common Poplar
40,000 feet 8-4 s and 2s plain Red Oak—bone dry
40,000 feet 8-4 No. 1 common Red Oak
100,000 feet 8-4 No. 1 common Hed Oak

#### W. P. BROWN & SONS LUMBER COMPANY

50,000 feet 4-4 No. 1 common plain Red Gum 20,000 feet 5-4 No. 1 common plain Red Gum 12,000 feet 6-4 No. 1 common plain Red Gum 20,000 feet 4-4 1s and 2s quartered Red Gum 16,000 feet 4-4 No. 1 common quartered White Oak 25,000 feet 4-4 clear face plain Red Oak strips

36,000 feet 4-4 No. 1 common Chestnut 40,000 feet 4-4 No. 1 common Poplar 30,000 feet 3" 1s and 2s Ash

#### NORMAN LUMBER COMPANY (Mills at Holly Ridge, La.)

100,000 feet 4-4 1s and 2s plain Red Oak 500,000 feet 4-4 No. 1 common plain Red Oak 150,000 feet 4-4 1s and 2s Red Gum 300,000 feet 4-4 1s and 2s Sap Gum 450,000 feet 4-4 No. 1 common Sap Gum 40,000 feet 4-4 Sap Poplar 50,000 feet 4-4 No. 1 common Poplar 50,000 feet 4-4 select Poplar

#### LOUISVILLE VENEER MILLS

MAKERS OF

Good Tops, Veneers, Tops and Panels For a Quarter of a Century

HIGHEST QUALITY

DEPENDABLE SERVICE

#### CHURCHILL-MILTON LUMBER COMPANY

50,000 feet 4-4 No. 1 common plain Red Oak 40,000 feet 4-4 No. 2 common quartered White Oak 50,000 feet 4-4 1s and 2s plain Red Oak

80,000 feet 4-4 No. 1 common quartered White Oak 30,000 feet 5-4 No. 1 common plain Red Oak 15,000 feet 5-4 10" and up Red Oak Stepping

30,000 feet 5-4 is and 2s plain Red Oak
15,000 feet 4-4 2½" and up clear quartered White

Oak strips Poplar, all grades, No. 2 common and better, 4-4 to 8-4

#### STEMMELEN LUMBER COMPANY (Main Office, New Albany, Ind.)

30,000 feet 6-4 No. 1 common plain Red Oak 12,000 feet 6-4 1s and 2s plain Red and White Oak 30,000 feet 8-4 1s and 2s plain Red Oak

30,000 feet 8-4 No. 1 common plain White Oak
15,000 feet 8-4 No. 1 common plain White Oak
30,000 feet 8-4 No. 2 common plain Red Oak
30,000 feet 4-4 No. 2 common plain White Oak 60,000 feet 4-4 1s and 2s quartered White Oak

#### NORTH VERNON LUMBER COMPANY

75,000 feet 5-8 1s and 2s quartered White Oak 100,000 feet 3-4 1s and 2s quartered White Oak 54,000 feet 5-8 No. 1 common quartered White Oak
100,000 feet 5-8 No. 1 common plain White Oak
65,000 feet 5-8 ts and 2s plain Red Oak
50,000 feet 5-8 No. 1 common plain Red Oak 75,000 feet 5-4 1s and 2s plain Red Oak 100,000 feet 4-4 No. 1 common plain Red Oak 50,000 feet 5-4 No. 1 common plain Red Oak 120,000 feet 5-8 to 10-4 1s and 2s Ash

#### BOOKER-CECIL LUMBER COMPANY

100,000 feet 4-4 No. 1 common plain Red Oak 50,000 feet 4-4 No. 1 common plain White Oak 30,000 feet 4-4 No. 1 common quartered White Oak 100,000 feet 4-4 No. 1 common Poplar 15,000 feet 4-4 1s and 2s plain White Oak 15,000 feet 6-4 1s and 2s plain Red Oak 50,000 feet 4-4 Sap Poplar 15,000 feet 12-4 1s and 2s Poplar 20,000 feet 4-4 1s and 2s Cottonwood 12,000 feet 4-4 1s and 2s plain Red Gum



# CHICAGO

THE CREATEST HARDWOOD MARKET IN THE WORLD

# RAYNER

ALL WOODS SEND FOR STOCK LIST

MAHOCANY LUMBER

CARROLL AVE. AND SHELDON ST.

# Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm. Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

CHICAGO Fisher Building.

'PHONE HARRISON 1984



OUR DOUBLE BAND MILL-HUTTIG, ARK

# Why We Can Give "Value Received"

We own one hundred thousand acres of the best virgin

We operate large band mills at Huttig, Ark., and Deering, Mo.

We cut FORTY MILLION feet of hardwoods annually and carry 15,000,000 feet IN STOCK.

We sell only stock cut on our own mills and so can GUAR-ANTEE the quality of EVERY shipment.

We ship high grades that increase the size and percentage of your cuttings, reduce factory costs and shrink the waste pile. Therefore:

We can SAVE YOU MONEY on every shipment of oak, ash, gum, elm, cypress, tupelo, hickory, cottonwood, sycamore, soft maple and dimension.

LET US PROVE THIS ON YOUR NEXT ORDER

**Wisconsin Lumber Company CHICAGO** Harvester Bldg.

# A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "inequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced of mands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nalling—youlf find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free. The T. Wilce Company

22nd and Throop Sta. CHICAGO, ILL.

# CHOICE BIRCH AND MAPLE—10,500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.
The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. Mention This Paper 55 John St. NEW YORK CITY

# Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.

# HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

# VESTAL LUMBER AND MANUFACTURING CO-

# QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL. A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

L. S. MIZNER,

J. M. LOGAN, Gen'l Manager

C. C. CANNON,

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# J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock: WHITE OAK-Plain or Quartered.

RED OAK-Plain or Quartered.

CHESTNUT POPLAR BASSWOOD WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

# "THE VERY BEST"

ASH, CHESTNUT,
RED OAK, WHITE OAK, PINE,
POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

# What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements. The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD,

CHICAGO, ILL.



FAGINE PULLS SLACK ANY LENGTH

REQUIRED idgerwood Mfg. 6

HIGH SPEED RETURN

SKIDS DWNHILL as WELL 45 UPHI

icago Scattle Canada Canadian Allis-Chalmers Ltd New Orleans - Woodward Wight & Co. Sto



# Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



# SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.



# RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

BENNETT & WITTE 224 West Fourth St.

# YOU

Are making a MISTAKE if you do not try our Plain Oak, Quartered Oak and Poplar.

25,000,000 feet of all grades and thicknesses on hand AT ALL TIMES.

For texture, color and manufacture it cannot be excelled.

#### The Mobray & Robinson Company MILTE

Quicksand, Ky. Viper, Ky. West Irvine, Ky.

MAIN OFFICE CINCINNATI, OHIO Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

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# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

# PENROD WALNUT & VENEER PENROD-JURDEN-McCOWEN **COMPANY**

-Mills-

Kansas City and Helena, Ark.

GENERAL - KANSAS CITY, Mo.

Send all inquiries to General Offices, Kansas City, Mo.

Kansas City Plant Exclusively

Helena Plant Exclusively

WALNUT LUMBER AND

VENEERS Red Gum-Oak Poplar - Elm American Cypress - Pine

and Circassian Rotary Cut Veneers

Dry, Flat Stock

# LUMBER COMPANY

**Band Mills and Offices:** 

Brasfield.

Arkansas

We offer for immediate shipment

DRY

RED GUM

RED GUM

Plain Ouartered 3 cars 4/4, 1's and 2's 4 cars 4/4 1's and 2's 2 " 5/4 1 car 6/4 1 car 6/4 8/4 3 cars 4/4 No. 1 Com. cars 4/4 No. 1 Com. 44 1 car 5/4 6/4 1 car 5/4 " 10/4

The Famous Cache River Gum Band Sawn-Flat-Dry

Plain and Quartered Red and White Oak always in stock

# STEARNS LUDINGTON 0 GOOD HARDWOOD SPECIALISTS

There Is a Reason Why discriminating consumers insist on getting

STEARNS QUALITY End Dried White Hard Rock Maple

If you are interested let us tell you why. We can give you the benefit of knowledge acquired by years of study and research.



END DRYING LUMBER SCIENTIFICALLY

DRY STOCK ON HAND:

80M 4/4 FAS

28M 5/4 FAS

65M 6/4 FAS

56M 8/4 FAS

72M 4/4 No. 1 Com.

16M 5/4 No. 1 Com.

23M 6/4 No. 1 Com.

47M 8/4 No. 1 Com.

The QTEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

# Salt Lick Lumber Co.

SALT LICK

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

# Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood One car 4/4 1st and 2nd Basswood Three cars 4/4 No. 2 common Basswood Two cars 4/4 No. 3 common Basswood Two cars 5/4 common and better Chestnut Three cars 8/4 common and better Chestnut Three cars 8/4 common and better Red Oak Four cars 4/4 common and better Red Oak Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK Mills: Pensacola, N. C. Capacity, 90,000 ft. per day Charles K. Parry & Co. Sole Selling Agents Philadelphia

# WE HAVE IT Cottonwood, Oak & Gum

The Johnson-Tustin Lumber Company Randolph Bldg. MEMPHIS, TENN.

# N. A. WEBSTER

Yellow Pine and Southern Hardwoods ASH, HICKORY, GUM, CYPRESS, TIES, PILING TEXARKANA, ARK.-TEX.

# GARETSON-GREASON LUMBER CO.

1002-1005 Times Bldg.

ST. LOUIS

MANUFACTURERS

Four Mills

# **Band Sawn Hardwoods**

WE PRODUCE OUR OWN STOCKS

Our Specialties:

Cottonwood—

Oak

Three Ply Red Red and Sap Gum Plain and Quartered Gum Panels

## A Few Items We Want To Move

- 4 Cars 4/4" 1st and 2nds Red Gum
- 8 Cars 4/4" No. 1 Common Red Gum
- 5 Cars 6/4" 1st and 2nds Sap Gum
- 4 Cars 4/4" Select Yellow Cypress
- 5 Cars 4/4" No. 1 Shop Yellow Cypress
- 9 Cars 4/4" x 13" to 17" 1st and 2nds Cottonwood
- 8 Cars 4/4" x 6" to 12" 1st and 2nds Cottonwood
- 7 Cars 5/4" x 6" to 12" 1st and 2nds Cottonwood
- 11 Cars 4/4" x 13" to 17" Box Board Cottonwood
- 5 Cars 4/4" x 11" & 12" Box Board Cottonwood
- 4 Cars 4/4" x 9" to 12" Box Board Cottonwood
- 2 Cars 1/2" No. 1 Common Quartered White Oak
- 10 Cars 6/4" Log Run Soft Maple
- 7 Cars 4/4" 1st and 2nds Plain Red Oak

# WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn. **BOX SHOOKS and VENEERS** 

#### TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

of HARDWOOD RECORD subscribers of HARDWOOD RECORD superners are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

# Write us for description and prices on the following stock:

4/4", 6/4" & 8/4" Sap Poplar

5/8", 4/4", 5/4", 6/4" and 8/4" No. 1 Common Poplar

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4/4", 5/4", 6/4", and 8/4" No. 1 Common & Better Chestnut

# FARRIS HARDWOOD LUMBER CO.

Manufacturers of Hardwood Lumber

Nashville, Tenn.



# AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

· ¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD

537 South Dearborn St.,

Chicago, Illinois

# BLACK WALNUT

The Aristocrat of American Hardwoods. Manufacturers of furniture, pianos and interior finish know that Black Walnut is the finest hardwood produced on this continent. They may have been under the impression heretofore that it is not possible to get a sufficient continuous supply of this wood to enable them to use it. The purpose of this and succeeding advertisements is to show that there is an ample and permanent supply, and that those who specify it will be able to get it now and hereafter.

The stock listed below is dry and ready to ship, and the firms indicated will be glad to quote anyone interested in logs, lumber or veneers, and also to give full information about the stock.

#### FRANK PURCELL, Kansas City, Missouri

Prime Walnut Logs for Export

FIGURED WALNUT LOGS FIGURED WALNUT BUTTS

### H. A. McCOWEN & CO., Salem, Indiana

217,000	4-4	1.5	and	25		5.5,000	8-1	No.	1	common	
70,000	5-4	1 S	and	28		5,000	10-4	No.	1	common	
60,000	6-4	18	and	28		7,000	12-4	No.	1	common	
48,000	8-4	1 S	and	2s		2,000	16-4	No.	1	common	
12,000	10-4	18	and	2s		520,000	4-4	No.	2	common	
16,000	12-4	1 S	and	28		72,000	6-4	No.	2	common	
5,000	16-4	18	and	28		5,000	10-4	No.	2	common	
560,000	No. 1	CO	mmo	n		50,000	5-4	No.	2	common	
180,000	5-4	No.	1 cc	mm	on	53,000	8-4	No.	2	common	
75,000	6-4	No.	1 00	mm	on						

# THEODOR FRANCKE ERBEN G. m. b. H. Cincinnati, Ohio

30,000 3-8 1s and 2s	15,000 1-2 No. 1 common
123,000 1-2 1s and 2s	97,000 5-8 No. 1 common
200,000 5-8 1s and 2s	26,000 4-4 No. 1 common
203,000 3-4 is and 2s	36,000 5-4 No. 1 common
158,000 4-4 1s and 2s	34,000 6-4 No. 1 common
28,000 5-4 1s and 2s	63,000 8-4 No. 1 common
37,000 6-4 1s and 2s	2,500 10-4 and up No. 1
39,000 8-4 1s and 2s	common
18,000 10-4 & up 1s & 2s	32,000 5-4 and 6-4 No. 2
29,000 4-4 No. 2 common	common
	14,000 8-4 and up No. 2
14,000 3-8 No. 1 common	common

# PENROD WALNUT & VENEER COMPANY Kansas City, Missouri

	Railsas Ci	ty, missouri
38,000 5-8 1s	and 2s	25,000 5-4 No. 1 common
60,000 3-4 1s	and 2s	24,000 6-4 No. 1 common
38,000 4-4 1s	and 2s	22,000 8-4 No. 1 common
21,000 5-4 15	and 2s	15,000 10-4 No. 1 common
18,000 6-4 1s	and 2s	3,000,000 Figured Butt Ve-
21,000 8-4 18		neers
3,500 10-4 1s		2,000,000 Figured Long Ve-
35,000 5-8 No.		neers
48,000 3-4 No.	1 common	Plain Walnut Veneer Cut to
90,000 4-4 No.	1 common	Size

#### SANDERS & EGBERT COMPANY, Goshen, Indiana

35,000	1-2	1 S	and	28	5,000 5-4 1s and 2s
50,000	5-8	18	and	2S	3,000 6-4 1s and 2s
50,000	3-4	1 S	and	2S	10,000 5-8 No. 1 common
3,000	4-4	18	and	2s	20,000 3-4 No. 1 common
					40,000 4-4 No. 1 common

#### GEO. W. HARTZELL, Piqua, Ohio

0201 111 11111	and a right, Office
35,000 3-4 1s and 2s	7,200 3-4 No. 1 common
11,500 4-4 1s and 2s	13,400 4-4 No. 1 common
14,700 5-4 1s and 2s	7,800 5-4 No. 1 common
17,900 6-4 1s and 2s	9,700 6-4 No. 1 common
31,200 8-4 1s and 2s	15,350 8-4 No. 1 common
12,350 10-4 1s and 2s	3,750 10-4 No. 1 common
17,560 12-4 1s and 2s	1,800 12-4 No. 1 common
8,500 16-4 1s and 2s	3,000 5-4 and 6-4 No.
8,000 Special Heavy Plank	2 common
16,400 4-4 clear face	8,000 8-4 and thicker
72,500 5-8 Special Clear	No. 2 common

#### PICKREL WALNUT COMPANY, St. Louis, Missouri

# Capacity Annually of 6,000,000 FEET of BLACK WALNUT

We can furnish purchaser with all grades of walnut lumber cut into any thickness, and we give prompt attention to special dimensions cut to order.

#### EAST ST. LOUIS WALNUT COMPANY, East St. Louis, Illinois

50,000	3-8 1:	s and 2s	50,000	3-8 No. 1	common
115,000	1-2 1	s and 2s	50,000	1-2 No. 1	common
175,000	5-8 1:	s and 2s	100,000	5-8 No. 1	common
150,000	3-4 1:	s and 2s	144,000	3-4 No. 1	common
50,000	4-4 1:	s and 2s	155,000	4-4 No. 1	common
60,000	5-4 1:	s and 2s	30,000	6-4 No. 1	common
30,000	6-4 1	s and 2s	20,000	8-4 No. 1	common
16,000	8-4 1:	s and 2s	80,000	3-4 No. 2	common
12,000	12-4 1:	s and 2s	140,000	4-4 No. 2	common
12,000	16-4 1	s and 2s			

BOSTON

PHILADELPHIA

# WM. WHITMER

& SONS

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

INCORPORATED

Franklin Bank Bldg.

PHILADELPHIA

# Willson Bros. Lumber Co.

MANUFACTURERS

# WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

# AMERICAN LUMBER & MFG. CO., General Offices:

SILVER WHITE PINE A real Cork Pine Substitute for Planing Mill for Planing Mill and Pattern Work
Northern Soft Cork White Pine Idaho White Pine Also Yellow Pine and Hardwoods
WE WANT HIGH CLASS WHITE PINE COMMISSION SALESMEN

Oak Bridge Plank cut

for QUICK SHIPMENT WRITE FOR PRICES

J. S. KENT COMPANY PHILADELPHIA

#### 89 STATE STREET D. WIGGIN Η. BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple Mill at Stone Coal Junction, West Virginia

PALMER & PARKER CO. MAHOGANY

ENGLISH OAK CIRCASSIAN WALNUT VENEERS

DOMESTIC HAPDWOODS

EBONY

103 Medford Street, Charlestown Dist. BOSTON, MASS.

# to Buy:

Franklin Bank Building

We Want 1 car 2x2 18" Oak
1 car 1½x1½ 26" Oak
1 car 8x8 Poplar
1 car 5/8 or 6/4 Qtd.

1 car 10/4 Ash, 1 & 2 & No. 1 Common 1 car 16/4 Ash, 1 & 2 & No. 1 Common

THOMAS E. COALE LUMBER COMPANY

PHILADELPHIA, PA.

# WISTAR, UNDERHILL & NIXON

NICE FLAKY STUFF

# HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

# S. L. EASTMAN FLOORING CO. SAGINAW BRAND SACINAW, MICH.

#### EER DR PROCTOR **FIREPROOF** AN-UNPARALLELED SUCCESS

No Splitting Nor Checking Na Clogging Adjusting



Recommended by all these who have tried

THE PHILADELPHIA TEXTILE MACHINERY COMPANY LT.DEP HANCOCK & SOMERSET STS. PHILA., PA-

# SECURE BETTER PRICES

AT LESS SELLING COST BY REACH-ING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

LEADING MANUFACTURERS AND JOBBERS

# R.E. Wood Lumber Company

- Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
- We own our own stumpage and operate our own mills.
- Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:** CONTINENTAL BUILDING.

Baltimore, Maryland

# W. P. Craig Lumber Co.

Wholesale Hardwood and Building

Lumber

Empire Building,

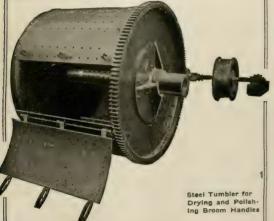
PITTSBURG, PA.

# BIRCH A few cars MAPLE ment at the mill. Write us.

a large assort-

New York Office 25 W. 42d St. Geo. Webster Lumber Co. SPRINGFIELD. MASS.

ING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

# WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS. Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

ET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

# We Will Quote Unusually Attractive Prices On the Following List of Band Sawn Poplar:

8 cars 1" No. 1 Common.
2 cars 14" No. 1 Common.
2 cars 14" No. 1 Common.
2 cars 12" No. 1 Common.
2 cars 2" No. 1 Common.
5 cars 25" No. 1 Common.
6 cars 4" No. 1 Common.
6 cars 4" No. 2 A Common.
6 cars 4" No. 2 A Common.
6 cars 2" No. 2 A Common.
1 car 2" No. 2 A Common.
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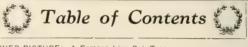
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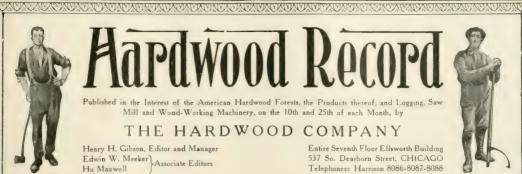
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# aphwood Recor

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# Review and Outlook



cerned. Hence, it behooves the hardwood trade to maintain as firm a front as possible in the face of such conditions.

COUNTRY WIDE RUSH of mounties for all kinds of hard woods has been apparent during the last two or three weeks. This is true in all centers and seems to apply to all grades and kinds of hardwood lumber. As a consequence, the lumbermen throughout the country have been puzzled to decide whether or not the inquiries are an indication of the immediate return of active business, or whether as a general thing it was simply a question of feeling about by the buyers as to the possibilities of a further break in the market. In either event, there seems to be but one logical course for the wise lumberman to pursue. If the inquiries are as a general thing bona fide, it is of course needless to say that prices will hold up firmly, and will attain even a more favorable level, but if the majority of inquiries are shown to be merely feelers, which it seems they are, it is entirely up to the lumberman to provide his own salvation by adhering to a fair level of prices in all markets.

General Market Conditions

In other words, if with this influx of inquiries there is shown a tendency to break in order to place orders on the books, the result will be a still further drag on the part of the buying trade, and a continued hesitancy in the placing of any kind of favorable business. On the other hand, if a strong front is shown and producers and wholesalers generally show that they have confidence in the future of hardwood stocks as good property, the result will be that the buying trade will realize that the uncertain situation is about over and will gradually return to normal buying conditions.

This condition is rather proven by the attitude of large consuming concerns whose yards contain millions and in some cases as much as 100,000,000 feet of dry hardwood stocks. These people, of course, are in position to run some little time without purchases, and in fact they are the ones who are strongest in their continuance of the policy of retrenchment as far as lumber purchases are concerned. It is very evident that the concern which uses millions of feet of lumber in a year in the production of its articles is bound to be as a matter of business policy a bear on the market. Hence any evident policy which they assume towards producers can be presumed to be instigated by some such motive. These classes of concerns have been, as stated, the most consistent non-buyers and give evidence that their policy is the result of a belief in their ability to "bear" the hardwood market and to secure stocks at more favorable prices than they can now be purchased at. It is obvious then that this attitude is the result of a belief that the lumbermen will prove themselves strong enough to continue to hold for fair values. It is not the result of lack of business on the part of these concerns, as practically without exception they are recording themselves as being in most excellent condition as far as prospects for sales are con-

The extremely unsatisfactory condition of the export trade from all ports of the country, as far as hardwoods are concerned particularly, is unquestionably having its effect on domestic conditions. For instance, the communications from the port of Baltimore indicate that in February of this year in some items there was about only one-half as much lumber shipped as in February of 1913. The result of this is that a great deal of stock which would have gone to the foreign markets is this year diverted to domestic consumers. This simply means that there is a greater quantity of stock to be

It is not to be wondered at, then, that prices are not so firm as they were at that time. Still there is a deplorable tendency on the part of a great many lumbermen to continue in a pessimistic mood, resulting from a comparison of prices of this year with those of last. There does not seem to have been a proper realization of the abnormal conditions which effected the extremely high prices in some items of hardwood which prevailed a year ago. As a general thing the price level which is being maintained at the present time is entirely fair, considering the general conditions.

taken up locally than last year.

The effect which inelement weather conditions have on the general hardwood market is clearly shown by the varying reports which come from different centers of the country at this time, some sections being overwhelmed with snow and wintry weather while others are enjoying spring-like conditions. In the first class the reports continue to be rather optimistic and are couched in terms of hope for the future. In the other reports the opening up of spring weather has resulted in more active inquiry and more active buying and movement of stocks, which is not only the result of renewed activities, but comes from a more cheerful frame of mind resulting from the more agreeable weather. This, while a psychological factor, is one that should not be entirely overlooked.

It appears that, to use the expression of the sales manager of a large southern concern, we are "on the brink of the crater of a volcano of business." The underlying and internal conditions which would tend toward a re-opening of entirely normal buying conditions as far as lumber is concerned, are most excellent. These conditions have been apparent for some little time and continued favorable comment as to the aspect of their business as given by the buyers themselves, gives increasing reason for logical hope for the future. It appears, however, that there is something unusual behind the present slowness, and, as stated before, this can probably be attributed to a large extent to the fact that one buyer is waiting for the other. If a few of the large concerns who are in a position to place big orders should go into the market, the rest would follow,

without a question of doubt. The trouble is not with the buyers of these concerns themselves, but it seems that in most cases orders have come from headquarters of the big consumers to keep out of the buying field entirely, and this policy will be continued until counterorders have been issued.

Judging from the extremely favorable condition of their trade, it would seem that these concerns must soon go actively into the purchasing game.

This condition is clearly shown by the experience which was related by a southern hardwood man on a northern trip. It seems that his concern had had a large order for oak cancelled by a furniture house. The man in question called on these people, who finally told him to come around within a couple of days after they had had a chance to size up the situation, as they had already placed the order with another concern at \$2 less than his price. He went back as told and was gratified to learn that they had decided to take on his stock at his figure as they had found they could take care of it.

This simply indicates that the buyers in a good many cases do not realize exactly what they are in a position to do. They have so gotten into the habit of conservative buying of the hand-to-mouth nature that it is difficult to get out of the rut.

As to the various woods: Oak seems to be picking up somewhat in prices all along the line. There seems to be some little difficulty in getting red gum back to a desirable position, as a great many factories have gone over to the use of sap gum instead.

Of the northern woods, birch and maple are continuing to show gratifying activity. Poplar is not particularly active, although the lower grades are moving in excellent shape as are basswood, cottonwood and the lower grades of gum.

The veneer business continues to be rather slack, but this is simply due to the condition that affects the lumber business as well.

In summing up the situation, it is entirely logical to believe that the present calendar year will as a whole round out as a very good one. It should not be expected, however, that anything of a particularly gratifying nature will come into evidence until the last half, as it will undoubtedly take six or eight months for the country to thoroughly adjust itself to the radically changing and changed conditions.

### The Cover Picture

THE PICTURE WHICH ILLUSTRATES THE COVER of this issue of HARDWOOD RECORD was made on the coast of South Carolina, and the tree forming the principal feature is the well-known southern evergreen oak (Quercus virginiana). Its limbs are festooned with Spanish moss, which is one of the most common sights in forests near the coast in the southern states.

The picture may appeal more to musicians and literary people than to lumbermen, though there is no reason why a lumberman may not like both music and poetry as a rest and recreation when the rush hours of business are over. To such the tree featured on the front cover will appeal.

Under this tree Sydney Lanier wrote "The Marshes of Glynn," which some critics consider to be one of the most finished pieces of literature in the English language, though others would not give it such high praise.

The poem has a pathetic history. The author wrote it while dying, and he has been compared to the swan "which dying, dies in melody."

The biography of Sydney Lanier is short and simple. He was born at Macon, Ga., in 1842, entered the Confederate army, was taken prisoner, and exposure brought on tuberculosis, against which he fought heroically but to which he finally succumbed. He went to Baltimore, where he earned a precarious livelihood as a musician. He sent verses to the magazines and they all came back rejected until one by chance reached the public. Critics detected the work of a genius, and his reputation as a poet quickly followed. Johns Hopkins University gave him a chair in literature, and for the first time in his life he could feel that the means of a livelihood were assured; but it came too late to do him much good.

He went to the mountains of North Carolina as a last hope

of regaining his health, but without avail. His last literary work was the writing of a collection of poems, "Hymns of the Marshes." of which "The Marshes of Glynn" is one. It was completed while he was still able to walk, but some of his other poems were composed after he had become too weak to lift his head from his

The marsh, which was before his eyes and which was minutely described in the verses, appears in the picture, stretching away toward the sea on the horizon. A single verse will suffice to show the tone and measure of the poem:

"Oh, what is abroad in the marsh and the terminal sea? Somehow my soul seems suddenly free From the weighing of fate and the sad discussion of sin By the length and the breadth and the sweep of the Marshes of Glynn,"

The photograph from which the cover picture was made is from the collection of the Field Museum, Chicago. The tree's trunk is somewhat different from that of the live oak as it is usually met with, in that it divides so near the ground. This oak generally has a short, single trunk. The moss on the branches is not a true moss, but is a species of pineapple which has acquired arboreal habits. It is a most interesting plant and has no true roots. Its sustenance comes almost wholly from the air. It hangs on the limbs of trees for support, but does not draw much, if any, substance from them, and therefore is not a parasite, as mistletoe is, or a saprophyte, like fungus. This plant (Dendropogon usenoides) is commonly called Spanish moss. It has leaves longer and narrower than those of any grass. It has blooms so small and inconspicuous that people who have been intimately acquainted with the plant all their lives declare that it has no flowers. Its fruit likewise escapes notice, but the seeds are somewhat conspicuous. They are attached to down like seeds of the dandelion, and they float long distances through the air and lodge against the trunks and branches of trees where, after securely attaching themselves, they germinate.

The plant may propagate itself without seeds. Sections torn from the parent plant are carried by wind until they lodge on a limb or against a trunk. They quickly throw out tendrils which fasten on the bark, and the sprig begins to grow. Many trees become so completely covered with this co-called moss that they are smothered to death, or the great weight breaks them down. This moss has been gathered for one hundred and fifty years in the South and has been used to stuff mattresses, upholster chairs, fill horse collars, and for other purposes. When cured, which process consists in removing all the leaves and outer bark, the commercial article looks like black horsehair, and much of it is bought and sold as such. It is shipped to all civilized countries of the world. New Orleans is the center of the business.

The festoons hanging from the branches of trees range in length from one to ten feet, and in rare instances they are fifteen or even twenty feet long. The longest strands shown in the picture are probably four or five feet. Long strands are not found on trees which are subjected to the full sweep of the wind, but in deep swamps where trees stand close together.

# Consignments Still in Evidence

WHY A MAN SHOULD SELL HIS STOCK at about one-half of what it is actually worth, even though he is in imminent need of funds, is difficult to understand, but this condition actually prevails abroad in a good many cases. A slackening up in demand for lumber products always brings with it a large amount of consignment shipments for consumers abroad. Small mills, which have no adequate financial backing and which cannot afford to hold their stock and must have actual funds, cannot wait for the slow process of selling their stocks at adequate prices in the home market or abroad in the usual channels, and utilize this means of replenishing their exchequers in an expeditious manner regardless of the ultimate cost.

Instances are actually on record during the past financial stress, of sales which have actually been made abroad of consignment shipments of American hardwoods, which sold at prices just about onehalf below what should have been considered prevailing market values. The result on the general market, of course, is too apparent to need any detailed explanation, but it would seem that the resulting effect upon the shipper himself would be too appalling to make it possible for him to continue to do business in that manner. Yet reports are abroad telling of constantly repeated consignment shipments on the same basis, the result being that there is an over-stocked market there and a decided disinclination on the part of the buying trade to take up stocks at any kind of fair prices, as they can realize much more favorably by waiting for the general market to break as a result of such consignment shipments.

Associations have made an effort to get under this matter and put a stop to it, but it seems to be beyond their scope, as the small shippers are probably the chief offenders. In fact, it seems to be almost impossible to check this tendency, and probably it will continue until the domestic market has so shaped itself that consignment shipments are no longer necessary.

# Decline in Lumber Exports

THE EXPORTS OF LUMBER and other forest products for January of this year were twenty per cent below those for January last year. This state of affairs is shown by the latest figures published by the Bureau of Foreign and Domestic Commerce of the United States. The various items which make up the totals are given, and it is possible to determine along what lines the principal decline has occurred. Increase is shown in a few instances. Hickory logs this year were exported in three times the quantity shipped last year. Douglas fir lumber increased about forty per cent. This is a Pacific coast wood, and does not come into sharp competition with any other American wood, and it has practically a world wide market. Redwood, another Pacific coast product, shows a similar increase in exports. The exports of spruce were much larger this year than last. This lumber is cut from both eastern and western species, but chiefly from the red spruce of New England and Sitka spruce of the Pacific coast. It thus appears that Pacific coast lumber makes up most of the increase in exports.

Small increases are shown by some manufactured articles, like box shooks, barrel heading, and empty barrels, but in none of these is the gain of much importance.

A very different showing is made in itemizing the figures which measure the falling off in exports when the past January is compared with that of 1913. Almost every item is on the wrong side of the ledger from the view point of the American exporter. The slump in the total for round logs exceeded fifteen per cent, notwithstanding the fine showing made by hickory. Hewed timbers did almost as poorly, while sawed timber exports fell off nearly sixty per cent, that is, from a value of \$1,018,126 in January, 1913, to \$436,923 in January of this year.

The results are equally discouraging in many items of the sawed lumber exports. Every one of them, except the three mentioned above, fell off. Red gum nearly held its own; oak dropped ten per cent; white pine about the same; longleaf pine lacked eighteen per cent of equaling last year's figures; shortleaf pine was seventy-five per cent in the bad; yellow poplar was only about twelve per cent under former figures; joists and scantling were sixty per cent below; while shingles made the exceedingly poor showing of only ten per cent of the total for January last year. Barrel shooks dropped below half, staves nearly to half, and so on down the line of doors, sash, blinds, furniture, woodenware; and even wood pulp fell fifty per cent below last year's figures.

The imports from foreign countries were almost exactly the same for the two Januaries, the decline not amounting to one per cent. The most noticeable falling off was in Spanish cedar, which is a cigar-box wood. Mahogany showed a slight decline, as did sawed lumber; but the import of shingles increased more than forty per cent, and wood pulp enough to offset all declines in other products.

It would be difficult to find a reason for this regrettable decline in exports that would be satisfactory to all. The plain truth is that lumber dealers in this country are losing the foreign markets. This may be temporary. A single month is not time enough to warrant a positive conclusion on the subject. Apparent losses may be made good when later returns have been received, and business may look better. Every good American would like to hope so; but "hope is desire with some expectation," and though the "desire" is strong, there does not just now appear to be much ground for the "expectation."

It may not be too late to get that increase in trade which the removal of the lumber tariff was to bring. Such increase may be on the way, but lumbermen have not yet become aware of its arrival.

The summing up of both imports and exports shows that the people of the United States are buying about as liberally in foreign lumber markets as they were last year, but they are not selling so much; consequently, the balance of trade in this line is turning against us.

# The Future Price of Lumber

I T MAY BE ACCEPTED as a certainty that the price of lumber in years to come will be higher than it now is, or than it has been in the past. The days of cheap lumber are nearly over in this country, and industries which depend upon wood must accept the change which is coming. The change will not be sudden, nor will it be brought in by any violent disturbance of conditions. It has been on the way a long time, and has been arriving for some years.

The price of lumber heretofore has been fixed by the cost of stumpage, the expense of cutting, sawing, selling, and interest. Precisely these factors will continue to fix the price in the future; but there is bound to come a radical readjustment in the cost of stumpage. The other items of cost may remain much as they are now.

It is an old story, often told, how Nature produced the forests from which past supplies have been cut. Nature did this cheaply, because she did not buy the land, did not pay taxes, and time was no element of expense; but Nature is now getting out of the timber business and is handing it over to men. The future lumber must come from forests owned by men, cared for by men, and every turn will cost money, and all expenses must be paid before the lumber can be used by the final consumer.

Although Nature produces trees more cheaply than men can do it, yet men can produce more on a given tract and in a given time—but it costs more. The improvements which will come in forestry will consist in getting rid of worthless species, the weed trees, as they are called; in keeping the stands thinned sufficiently to secure the most rapid growth; in cutting at the right time and in the right way; but this costs, and the ultimate consumer must pay the bills.

There are now supposed to be 2,800,000,000,000 feet, board measure, of standing timber in the United States. This is merchantable timber, and does not include scrub stuff, tops, limbs, and scraps. The annual drain upon this timber is not known. Some of the largest items have been carefully determined, such as lumber, ties, pulpwood, and distillation material. Other items have been estimated, of which fuel is usually considered to be the largest. But some of these items, as fuel, pulpwood, and distillation wood, do not come wholly, or even chiefly, from what is classed as merchantable timber.

The annual drain upon merchantable timber has been variously estimated, but the equivalent of 100,000,000,000 feet, board measure, is conservative. If this figure is taken, the timber now standing will meet demands for from twenty-five to thirty years. This takes no account of new growth. It has not been customary in the past to pay much attention to annual growth; but it is here that the change is coming, and it will be a square face-about. In the future, the old stand will be depended on less and less, and the yearly growth more and more, until finally the annual growth will be the only matter considered, because the whole supply will come from that source.

Price will depend wholly upon cost of production, and the items will be known and counted. The change is under was now. The proceeding to produce timber; but thus far he has not been able to compete with timber that grow without costing anybody anything. The wild timber is still regulating lumber prices, but before a great while the woodlot and the protected forest will do that. Prices must gradually go up to cover the increasing cost of production.

There is no occasion to sound an alarm or predict catastrophes. The change that is coming will be so gradual that everybody can get used to it. No one will be taken by surprise; but nevertheless the change will come, and the first effects will soon be noticed.

There is land enough in this country to supply lumber to everyone who can pay the price. Foresters and woodlot owners can grow from 150 to 400 board feet per acre every year. That is two or three times as much as Nature is in the habit of doing in her haphazard way on wild land where all sorts of trees, good, bad, and indifferent, are mixed.

When a farmer has paid taxes and other expenses for fifty years on a woodlot, while it is getting ready for the saw, he will count the cost when he fixes the price on sale day, and the purchaser will have to pay it, because he can not buy timber any cheaper elsewhere. The lumber business and all the wood-using industries of this country are moving slowly and surely toward that end.

# Forest Conditions and Stream Flow

THE THIRTEENTH ANNUAL REPORT of the Indiana State Board of Forestry recently published contains a paper by Glenn Culbertson of Hanover College discussing the effect on stream flow which may be traced to deforestation among the hills of southern Indiana. Historical evidence is cited to show that profound changes have taken place. The original forests were unbroken in that region: but lumber operations and clearing land have reduced the wooded areas ninety per cent and the remaining stands have been thinned and culled until at this time they contain less than one-third of the number of trees that formerly grew there. The changes which have taken place in the flow of streams and in wells and springs are remarkable and are matters of common knowledge among the people. In times of drought many springs and wells go dry which formerly did not do so. In many instances water must be hauled one or two miles to supply farm stock during rainless periods. Before the hills and ravines were bared of trees this was not necessary.

Formerly the streams rose slowly after a rain, and the flow was regular and lasted until the next rain. Now the flood comes with a rush and is quickly gone. It sweeps down the slopes while rain is falling, and has little time to soak into the soil; consequently, none is stored beneath the surface of the ground to feed the springs and wells during succeeding spells of dry weather. Speaking particularly of certain water courses under his immediate observation, Mr. Culbertson says that within the past ten years these streams have repeatedly had record making floods. "The average immediate run-off of such streams as obtain their water supply from the hills referred to," he continues, "must have varied enormously with the change from the completely forested condition of the past to that of the present. Then there was an universal leaf mulch and a deep, porous soil filled with roots and decaying vegetation. As compared to that, there is now a compact sod, a shallow and very compact clay on rock surface. The average annual immediate run-off from these streams today is at least fifty per cent greater than that from the same region under the forested conditions of the past. In many parts of the state wells are being driven to greater and greater depths in the endeavor to obtain a permanent water supply for mills and factories as well as for farm animals."

The changing conditions of flowing streams should be studied locally, as Mr. Culbertson is doing. It can be done to better advantage in that way than by attempting to include too much country in the observations. The clearing of a drainage basin, even if but a few miles in area, affords the means of determining

the effects on the habits of the stream that drains the basin. If it flowed steadily before the clearing and was spacehodic afterwards—now flooded, now dry—it is logical to conclude that the change resulted from the removal of the forest. This has been shown again and again in all parts of the country where forests have been removed. It is common knowledge with most of the people acquainted with the history of such districts; but, unfortunately, few exact records have been kept in the past showing the flow of small streams. It is therefore impossible in most instances to procure precise data in the form of figures.

Every phase of the subject of the relation of stream-flow to forests, where investigations have been made, shows that the stream responds quickly and unmistakably to changes in forest cover. Probably no competent investigator now holds any other view. The complete collapse of the weak effort made a few years ago by Willis Moore, the Chief of the Weather Bureau, to prove that forests did not affect the flow of streams, apparently ended all attempts of anti-conservationists to show that forests could be destroyed without lessening the usefulness of the streams which drain the region.

Large rivers respond to changes in forest cover less clearly than small creeks, because in large basins there are nearly always compensating factors. While some of the tributary streams are pouring out sudden floods, others are running low, and one part of the drainage basin offsets the other in the lower reaches of the main river. Sometimes, however, as in the case of the Ohio floods last winter, all of the small streams rise at once, and the results of deforestation are then seen over extensive areas.

### A New Phase of Conservation

I THAS BEEN ADVOCATED by rabid conservationists, since that movement in its most idealistic phases began, that conservation consists of planting little trees where big trees once grew, and tending them with tender care until they reached maturity and merchantable sizes at some distant period when the original investors would have since passed or failed in their examinations for entrance at the golden gate. The practical phases of the proposition were never given due consideration by a great many of the so-called conservationists, and they have never taken the trouble or had the foresight to see this broad question in all of its various phases.

Conservation from a new viewpoint is shown in the state of Wisconsin, where there are thousands of acres of cut-over land which, if the conservationists of the more rabid sort had their way, would be with great labor and expense planted to young seedlings. However, the more practical minds of the owners of this vast acreage have realized that conservation means more than the mere planting of trees or regeneration through natural channels. They have realized that conservation is essentially a money-making proposition and that the only true way to conserve is to husband the actual monetary possibilities dormant in any national resource. As a consequence, instead of entering upon a long series of planting expeditions, they have converted their land into money in the quickest possible manner by inviting immigration into the state through most favorable offers. As a matter of fact, in the last few months there have been sold in the state of Wisconsin something like 500,000 acres of cut-over timberland, all of this territory being opened up to new settlers. Surely no one will argue that this is not conservation, inasmuch as the land, although not strictly agricultural soil, can be made to yield good crops by the proper application, and inasmuch as this development of the country will give to it more real wealth and more remunerative development for the future than would the mere planting of trees.

Of course it is not to be argued that tree planting and natural seedling planting in their proper spheres are not to be commended under practical conditions and can not be turned to profit, but the practical demonstration of up-to-date conservation which has been shown in Wisconsin is an enlightening example of what hard-headed business men can accomplish if they are not tied by idealistic laws forced onto the statute books by impractical idealists.



# Yellow Poplar Present and Future



Yellow poplar is one of the most valuable herdwoods of the country. Its natural range covers more than 600,000 square miles from southern New England to Missouri and south to Florida and Mississippi; but the highest development of the timber occurs in the central Appalachian region from Maryland to Georgia.

Yellow poplar, considering both diameter and height, is justly entitled to the rank of the largest hardwood species of the United States. Trees of enormous size occurred in the original forests which once covered the bottom lands and rich mountain coves of the region; and a few such trees are still found, though many years of lumbering have depleted the stands where formerly the timber was plentiful.

The time has now arrived when lumbermen and wood users not only consider present supplies but are beginning to look to the future. Yellow poplar naturally receives much attention. People are asking what prospect there is for poplar after present mature timber has been cut.

An opportune bulletin entitled "Yellow Poplar in Tennessee" has just come from the press of the Tennessee Geological Survey. It was written by W. W. Ashe, who is forest examiner for the United States Forest Service and is a well-known authority on conditions in the southern Appalachian regions. The bulletin is based on his own field work and that of his associates, and the data which he presents is reliable and his conclusions valuable. A summary of certain portions of the bulletin follows:

The greater and more valuable portion of the cut of yellow poplar is the product of old timber. In order that the lumber may average \$28 per 1,000 board feet, the trees from which this lumber is sawed must have, at present prices of lumber, an average diameter of twenty-seven inches, breast-high. Although the amount of young timber which is cut for commercial purposes is small, it has a standard and rapidly increasing value for saw timber. With the continued reduction in the supply of old timber, the second growth must become the chief source of future supply; and consequently it is extremely important to know something of the amount of young growth and its probable future price. It is also desirable to know the rate of growth of the young timber, the possible profit in growing it, and the best methods of management for accelerating its growth and increasing its value.

The results of an investigation in Tennessee show that yellow poplar has a comparatively rapid rate of growth while young; it seeds abundantly and reproduces freely on suitable sites, forming either pure groups or a considerable portion of mixed seedling stands. On account of its soft, white wood, which is very free from large knots, it is merchantable even when of small diameter. while on account of its straight stem with only moderate taper it yields under the saw as large a proportion of lumber per cubic feet of total volume as do the pines. On account of its intolerance of shade its yield per acre is less than that of chestnut and some of the pines, but this is offset by the rapid growth of the individual tree and its vigorous response to thinnings. On the whole, no other species of tree which has a wide distribution in Tennessee offers such excellent inducements for the protection of small trees, and even for propagation and planting. Not only is there an assured and remunerative market for the timber of small sized trees, but its rate of growth is so rapid that returns are obtained at an early period for a forest tree. Second growth trees are largely "sapwood" or "white poplar," but there is now no discrimination against lumber from this grade of timber, and the clear sap lumber at present commands a higher price than the best yellow heartwood did twenty years ago.

Yellow poplar is commercially important throughout Tennessee, but most abundant on the limestone valley lands of the great basin and in the valley of east Tennessee; in the coves and hollows of the Cunberland mountains, and in the lower coves of the Unaka and Smoky mountains.

On cut-over and closely culled land which has not been badly burned, there is as a rule a large number of small poplar trees in the coves and hollows. These trees have sprung up in the openings which were made in logging. Occasionally they form a continuous stand in the narrow mountain valleys or form groups, pure or nearly pure, from a square rod to several rods in extent. There is often a far larger proportion of poplar numerically in young stands on cut-over land than there was in the original forest. This young timber will constitute a very important element in the yellow poplar supply of the future. On the other hand, on forest lands from which the old yellow poplars were removed before any of the other hardwoods were cut, there is usually a poor replacement of young yellow poplar. There was not enough light for the establishment of yellow poplar, and seedlings of other species which are more tolerant of shade, occupied the space from which the yellow poplar was cut. Where tracts have been badly burned, the young vellow poplar has been largely

In farmers' wood lots there is as a rule a large amount of young poplar, except where the pasturage of cattle has suppressed the young trees, which is the case on many farms. There are, however, many pure stands of young yellow poplar of sapling and pole size, on farms which have sprung up in old pastures that were under fence so that cattle were excluded. While the total acreage of these stands is not large, they can be made, where they occur, extremely valuable if given proper management.

There is likewise a considerable acreage of second growth timber in old coalings. While these stands are largely formed of chestnut and oak sprouts, they generally contain, in the coves and hollows, a larger percentage of yellow poplar than the original forest.

While there is undoubtedly an excellent representation throughout Tennessee of sapling and small pole-sized yellow poplar in second growth, there is a deficiency of large pole-sized trees which night become merchantable as large saw timber during the next twenty to twenty-five years.

Notwithstanding the generally excellent representation of young growth yellow poplar, the future supply of this timber is threatened by the inroads which are being made on the young growth, by cutting it before it is mature, for paper-pulp stock and boxboard bolts.

Yellow poplar reproduces chiefly by means of seed. It reproduces to a limited extent by means of sprouts, but only from small trees until they reach the size of poles; the sprouting of old trees is unreliable. Sprouting is best in full sunlight. The sprouts from trees which are shaded are weak. The seeds, which are borne in small cones, are about one inch long, including the slender wing, and are so light that they may be blown several hundred yards from the parent tree. The seeds from the top of the cone and from the exterior will not germinate. These are the last to fall from the tree, often remaining until the following spring, and in collecting seed for planting they should be discarded. Trees begin to bear fertile seed when about forty years old. Seeds are produced on older trees in great abundance and almost annually, but a large proportion, as a rule about ninety per cent, is infertile. They ripen in September and October and are in great part distributed at once by the wind. They largely germinate during the following spring and the early part of the summer, but some seem to lie over on the ground until the second spring. Germination takes place wherever the soil is moist, and the seedlings easily establish themselves, but they fail to survive the dry periods of the first summer unless on a moist or shady site. Stocking, consequently, is better on north slopes, in coves and hollows or in lower slopes, than on the drier upper slopes and on southern exposures. It is also best where the mineral soil has been exposed, as in oil fields or where soil has been upturned

by logging or by hogs. A thick layer of dry leaves is unfavorable.

Seedlings and small trees of yellow poplar are extremely sensitive to fire, being more easily injured even than chestnut. This is due primarily to the thin and smooth bark of the young tree of yellow poplar. An additional reason for their great injury is that the sap and inner bark of yellow poplar become active earlier than in the associated trees. This greatly exposes this species to early spring fires, which, when they take place during dry and windy periods before the forest foliage is out, are very hot and destructive. Fortunately yellow poplar is somewhat pro-

tected by being largely confined to the damp hollows and coves. Seedlings of yellow poplar which are killed down by fire will usually sprout from the root, unless they are shaded.

Mr. Ashe estimates the yellow poplar timber still standing in Tennessee at 2,500,000,000 feet, board measure. If the ratio of annual cut to the amount of standing timber in Tennessee is taken as a basis of estimate, it follows that the remaining stands of this timber in the United States is approximately 14,000,000,000. At the rate of cutting in 1911 this is a supply for twenty-one years.



# Wood in Relation to Heat



Wood owes its popularity for certain uses to the fact that it is a very poor conductor of heat. Imagine the result of substituting metal for wood in the manufacture of matches. The user would need asbestos gloves to handle them. It is due to this poor heat conductivity of wood that shingles have one decided advantage over other roofing materials. Anyone who has slept directly under a tin roof following a hot day can vouch for this statement.

This also has a bearing on the substitution of steel for wood in making filing cabinets. It is quite true that the steel will not burn, but this property of metal is not sufficient to guarantee the protection of the paper in the cabinet. If a building is entirely consumed, nothing but a first-class safe or vault can be expected to pass through the ordeal with its contents uninjured. In the case of smaller fires that are extinguished a thin-walled filing cabinet offers less protection to its contents than one made of wood, because immediately after the first contact of the flames with the metal it becomes hot enough inside to scorch the papers. Later the buckling and warping of the case will permit enough air to cause the contents to burst into flames. Where wood is used the contents are safe until the wood burns through—a considerably longer time than when steel or sheet iron is used.

Fire damage to structures is by no means confined to the actual burning. Buildings of stone, brick, steel and concrete are non-combustible but this does not prevent their serious damage and possible collapse due to fire. Where iron girders are used in buildings, in case of the structure being burned, the expansion of the girders tends to shove down the walls; this is not the case with wooden beams because the coefficient of linear expansion of wood due to heat is very small.

By coefficient of linear expansion is meant the increase in its length for each degree rise in temperature, divided by the original length of the specimen. For oak this coefficient has been found to be .00000492. The coefficient of radial expansion for oak is .0000544, or about eleven times the longitudinal. Spruce expands less than oak and the ratio of longitudinal to radial expansion is only six to one. Metals and glass expand equally in all directions since they are homogeneous substances, while wood is a complicated structure. The coefficient of expansion of iron is .0000285, or nearly six times the coefficient of linear expansion of oak and seven times that of spruce.

The expansion of wood due to heat can be determined only when both the wood and the air in which it is placed are absolutely dry. Otherwise the heat drives out the water and causes a shrinkage that not only counteracts the expansion due to the heat, but may even produce a reduction in volume. Since wooden heams and girders always contain at least a small percentage of water, the occurrence of a fire would not cause any appreciable expansion at all. In the case of metal, however, the question of contraction and expansion with changes in temperature presents many serious problems that cannot always be overcome.

Fire-proof construction is not determined entirely by the combustibility of the material of construction. Even more important are the nature of the contents, the design of the structure, and the precautions taken against fire. When the entire contents of a building are consumed, possibly including loss of life, it is rather small consolation to know that the blackened structure still stands. As a building material for houses in the less crowded areas, by far the larger percentage of all houses built, wood is a convenient and excellent material and the fire damage is little if any increased by its use.

It is by no means so easy to destroy a large wooden beam, post or girder by fire as many people think. Finely divided wood burns rapidly but large solid or closely bolted sticks of most woods show great resistance even to intense and continued heat. The surfaces char readily but owing to the fact that wood is a very poor conductor of heat the inner portions remain intact and strong for a much longer time than is commonly supposed. Heat increases the pliability of wood only when special precautions are taken to retain the moisture. Hence a wooden beam or support, unlike metal, will not soften and thereby buckle and bend when heated, even though the surface is glowing.

Not enough attention has been devoted to the important question of making wood more fire resistant by chemical treatment. Although there are many patented processes on the market only a very small proportion of structural timber is fireproofed. One of the principal reasons for this is the cost and the inconvenience of treatment. It is also claimed that certain processes increase the hygroscopicity of wood, interfere with ease of working with tools, and cause paint to scale off. It is interesting to note the recent increased interest in this work which offers such a fruitful field.

S. J. R.

#### The Boxes Come Back

The Chinese are shipping eggs to this country in large numbers, and some of them are in the markets as far east as the Mississippi river. The eggs are stamped, each with Chinese letters, which are supposed to be a certificate of freshness. An interesting feature of the shipment of eggs from the old world to this is that they come in American-made boxes. The shooks are manufactured in Washington, Oregon, and California and are sold in China for the egg trade. For a time the eggs went to England and other European countries, but the ever-watchful Chinese saw a chance in America and they were quick to take advantage of it. There is food for reflection in the fact that the Chinese can buy boxes 6,000 miles away, fill the boxes in the interior of their country with eggs, and ship them 8,000 miles to the Mississippi valley, and there undersell the eggs produced in Missouri, Iowa, and Illinois. The boxes must pay freight on at least 14,000 miles of carriage by land and sea..

Practically the same thing has long been occuring with tea boxes. It was formerly customary for tea merchants in Scotland to buy yellow poplar lumber in the United States, transport it to Glasgow, there manufacture it into shooks and send them to China, where the Chinese completed them and covered the outside with paper and inside with tin foil. Many of these boxes came back to the United States filled with tea. The custom has not yet wholly ceased.

# Filing Band Saws for Hardwoods



There is just as much difference in filing band saws for mixed hardwoods and for soft woods as there is between night and day. The outputs of a day's sawing of hardwood and of soft woods are so divergent as to quantity as to be scarcely believable to one without experience in that line. When a mill equipped with a band and re-saw has sawed for five or six years in soft wood and then is run on hardwoods for three or four years, and on about a dozen different kinds every day, it is possible to begin to judge the difference in the outputs of the two types of wood. A band saw filer will then fully realize how much more difficult his work is and will be confronted with the fact that the output of a day's cut is anywhere from twenty-five to thirty per cent less in hardwood than

Comparing saw practice or fitting in soft wood with that of hardwood a radical difference will be found in the fitting, the shape of the teeth and the bench work, and the mill must be in perfect condition to get the best results. Suppose a mill saws hemlock or spruce; all the equipment is supposed to be in proper order, but yet the finer points aren't as essential to get good results as when sawing hardwoods. Mills that cut hemlock and spruce are sawing material that is used mostly in the rough. If it is a little snaky or if some pieces aren't just the standard thickness, they will go on the market just the same, but in hardwood it is a different proposition altogether. In that case stock is cut for furniture factories and all kinds of fine woodworking establishments, and in every case the demand calls for perfectly sawed lumber. A furniture factory can come nearer making a No. 1 out of a No. 2 common than it can to making a crooked board straight. It isn't only that that decreases the cut of a hardwood mill. It is the getting the best out of logs that keeps hardwood lumbermen in business and when good sawyers make good grades, logs must be handled three or four times more than when sawing soft wood so it can easily be seen why the cut falls off so much changing from soft wood to hardwood. The question might be asked "if the cut decreases so much why is the filing of the saws more difficult?" That is the result of handling many different kinds of wood. Most hardwood mills cut red and white oak, sugar and soft maple, chestnut, basswood, poplar, cucumber, buckeye, birch, beech, and ash with a small per cent of wild cherry which makes thirteensurely enough to make a filer sometimes think it is an unlucky number. The difficult thing is to so fit a saw that it will stand up to the requirements of so many grains and degrees of hardness and do equally good work in each. I believe that basswood should be sawed by itself because it is almost impossible to saw it mixed with sugar maple, ash or oak, owing to its fibrous nature which requires more swage on saws.

As I have said before in the fitting of saws for hardwood there are several essentials to first class work as follows: The right hook and pitch of teeth, the right throat room, the right tension, the right fitting of cutting points, the absolute accuracy of the back, the proper condition and speed of the mill, and more important, the proper swage. When a mill starts to saw hardwood it should be repaired thoroughly; all gearings and bearings should work snug. Especially is it necessary to have the band wheels ground more frequently than in soft wood as more or less dust gets on the wheels, the logs are more gritty, the wood is much harder, causing more strain on the saws and naturally the edges of the wheels wear much sooner. The carriage should be kept in first class condition. Should it have a little play, seemingly not enough to hurt in soft wood, or should the set works have a little lost motion-even 32 of an inch-it will cause lots of trouble sawing high-grade hardwood. The carriage track requires more attention, the tremendous weight of sugar maple, ash or oak falling on the head blocks while handling the logs so much oftener with the nigger, causes it to get out of level and out of line so much more quickly. Another very noticeable defect often found is that in cutting the last cut of a log the board dogs aren't in good enough

holding and working order to prevent the two or four inch cant from springing. As a result there are often dozens of thick or thin boards in a day's cut.

The speed of the mill very frequently has much to do in making crooked lumber. Some millmen think if they speed a mill up like lightning it ought to go through the cut of a log like lightning. A mill with a speed of ten or eleven thousand feet per minute in soft wood does the work nicely, but to try that speed in hardwood without changing the spacing of the teeth in the saws means so many miscuts in a day and so many saws that the mill could not be run successfully. About eight or nine thousand feet is the best speed. With speed conditions satisfactory and a good sawver the mill will do up-to-date work provided the saws are put up in good shape.

When fitting saws for hardwood it is very important to give the teeth more attention. A little less hook should be carried. If the filer is accustomed to extreme hook in soft wood it should be about one-fifth less in hardwood. By pitch I mean back of teeth-they should be lowered so as to have more clearance on back of teeth in sawing some hardwoods. Pitch is liable to gather on a high back tooth and cause it to snake. The depth of the tooth should be full % of an inch in frozen timber and about 1 more when the timber is not frozen. A nice round throat such as common sense dictates is very essential to assist in throwing the sawdust out easily.

The bench work on the saw requires the finest kind of work in hardwood or else "bull heads" and "snaky" lumber will result. It is necessary to look over the saws every day. Hardwood sawing requires more tension along the edges of the blade and it seems impossible to level them too much. All small lumps should be removed because the more level a saw is the smaller a swage can be run and the less chance of the saw getting hot. The back of the saw must be kept in such a condition that it fits the back gauge the whole length of saw without any variations whatever. Too much oscillating isn't beneficial to saws in any kind of wood as it seems to throw them out of balance, especially as they enter the cut on large logs. A saw that oscillates also has a tendency to cause band wheel boxes to run warm. It is a good idea to run the back of the saw with a crown of about 1/64 or 1/2 of an inch in five feet. That makes the tooth edge the tightest. When the strain is on the saw in hardwood, very often the tooth edge gets warm, in which case the steel expands and if the saw is run without a crown or with a straight back it makes the tooth edge the longest and therefore not tight on the cutting edge. The result is the saw snakes very easily.

The most important question is the amount of swage a filer runs on his saws. If an estimate could be made of the amount of timber that is cut into sawdust by excessive swaging, it would be astonishing. However, I believe most filers are trying to do justice in that respect. In some cases millmen are constantly causing trouble and making bad lumber by forcing their filers to run saws with not sufficient swage; but filing saws in hardwood in clean logs on a seven and eight gauge swage on fourteen saws is entirely too much. Some filers swage a saw every three or four runs. Of course that saves work but not lumber. The best and most economical plan is to swage light and often-to make lumber-not sawdust. It requires a few more emery wheels and is a little harder on filing room machinery but the cost of that is small compared to the amount of lumber saved. In sawing gritty logs a nine gauge light is plenty of swage. If the logs are clean nine gauge tight is sufficient. If all these things are adhered to a sawmill is sawing hardwood at its highest efficiency.

As the date of the Forest Products Exposition approaches plans are becoming more fully developed. Most of the lumber associations and large machinery houses are planning elaborate exhibits, while the Forest Service is now assured of \$10,000 for its display.



# Troubles of the Dimension Man



An interesting sidelight on the dimension stock business was developed recently by a well-known lumberman, who is confining his attention exclusively to the manufacture of dimension stock for use in wagon and plow manufacture. The company with which he is connected is controlled by a large concern in the farm implement field, but is operated entirely independent of it. The manufacturer buys from the subsidiary if the latter can make as good prices as its competitors; otherwise, the competitors get the business.

Obviously, it is up to the dimension company to make good on its merits, entirely independent of the parent company. Consequently it is interesting to learn from the manager of the hardwood mill that the business thus far has been very unprofitable.

In discussing the reasons for this condition, and pointing out the defects of the present system of doing business, the dimension stock manufacturer recently made the assertion that the cost of the material that goes into the mill is not properly figured. That is to say, he took the ground that the cost of the material should be figured not at the cost of getting it out of the woods and to the mill, but at its market value as lumber. In other words, if the piece which is to go into dimension stock would be graded as a No. 1 common board, its value, from the standpoint of material cost, should be figured at the regular price of No. 1 common.

That this is the true basis for figuring is evident from the fact that unless such a basis is used, there is no justification for cutting the stock into dimension. The excuse for the latter operation is that it makes better material with less waste, and consequently adds to the value of the material; but if this value does not appear in the price charged for the finished product, the manufacturer is confronted with an equation which is not true.

As the lumberman referred to says, "We claim that every cant that goes into the dimension mill should be graded according to the rules of grading lumber, and the cant charged up to the dimension department at just what it is worth as green lumber. For example, if firsts and seconds are worth \$40 per thousand in green lumber, and the cant would make a first and second, the dimension mill ought to be charged \$40; if it is No. 1 common, worth \$25, the dimension mill should be charged \$25; if a No. 2, worth \$13, the mill should be charged that. In this way the dimension mill would be required to show profits, over the cost of green lumber, after deducting the cost of labor and waste.

"The average dimension mill operator doesn't figure his material in this way, however, but in about the following manner: If stumpage amounts to \$6, logging expense \$4, overhead \$2 and sawing and handling expense \$2.50, making a total cost of \$14.50, this is the charge made to the mill for the material. And if a showing over and above this is made, after deducting the other charges, the millman regards that as profit. This is a fatal mistake, for the material is thus put in at considerably less than it is worth.

"'If 4"x12" first and second green plank is worth \$55 at the mill, what is the sense of cutting it into wagon poles and getting only from \$49 to \$50 for the poles? This, on its face, appears to be a ridiculous proposition, and yet that is what is happening in the dimension business right along. The manufacturer who does this is out \$5 per thousand feet, besides the cost of manufacturing the poles. In addition one or two rejected poles may be made from the same plank, again reducing the margin, while a 12" plank in a grade of firsts and seconds would admit two or three defects that would make a rejected pole, if a pole should be sawed out of it.

"The whole theory used by the average concern cutting up dimension stock is wrong, for the reason that it doesn't figure what the stock is worth before it is cut into dimension. That it is cut out of waste is no reason why the man who buys it should get it for nothing. If Jones agrees with Smith to deliver so many

pieces of a certain size, absolutely perfect, it is none of Smith's business if Jones gets those pieces out of slabwood or gets it out of the very best of lumber. He fills his part of the agreement by furnishing clear pieces. If Jones could not buy the pieces, he would have to buy the lumber, and by doing that he would soon find that the price he is offering for piece stuff is low, considering the waste involved in getting it out.'

Another inconsistency noted by the same manufacturer, who has studied the dimension business from a good many angles, is that the manufacturer who buys dimension at a low figure because he convinces the millman that its selling value should be below its intrinsic value, does not pass the benefit on to the consumer, but charges just as much as though the stock had been cut out of firsts and seconds.

The typical conversation between the dimension manufacturer and the chair manufacturer, for example, is about like this:

After being quoted a fair price, i. e., one that will show a profit to the dimension man, but still is less than the net cost of lumber cut up by the chair manufacturer, the latter says, "Oh, I couldn't pay anything like that."

"Why not?" inquires the dimension man. "You have been buying No. 1 common and cutting this stock out of it. The price I am making you is less than you may possibly get by cutting your stock out of No. 1 common lumber."

"That's all right," retorts the chair man, "but you will go back to the mill and cut my order out of slabs, edgings and other waste."

If the dimension man knows the chair manufacturer well enough, he may say, "Now, Jim, it is none of your affair what I cut this stuff out of. I agree to furnish you so many pieces of a certain size; manufactured out of clear stock. If I do this, it doesn't matter to you what I make it out of."

Assuming that the chair man, by hammering on the origin of dimension stock, succeeds in getting a much lower price than he is entitled to, would it not be proper for him to quote his chairs to the retail furniture dealers at a lower price on account of having made them out of material which originated in the waste of the sawmill?

"I have often wondered," says the dimension manufacturer whose views are quoted above, "what would happen if the retailer met the chair man with this argument: 'You are too high, because I happen to know that you are buying all of your rough material from Jim Brown, who cuts it out of scraps from the mill, at \$10 to \$15 a thousand under the price for lumber. You ought to be able to sell us the chairs at a lower price.' I wonder if the shoe would fit the chair manufacturer's foot. What do you think about it?"

The views of the dimension stock man referred to have been quoted at length because they are a forceful expression of conditions as they exist in the industry. That dimension stock is sold at too low a price, and that as long as this condition prevails normal growth or permanence can be expected of the business, is a matter of common knowledge. But the arguments put forward indicate that the chief reason for the low prices may have been overlooked. The fact that it is the intrinsic value of the wood that the consuming manufacturer is interested in, and not the manner of its production, can hardly be too greatly emphasized; and on the other hand the point that the cost of the material which goes into the dimension mill should be figured at a fair market price of the wood, regarded as lumber, is all-important, because if the dimension man takes the wrong basis as a means of figuring selling prices, he is sure to go far wrong.

Perhaps the dimension men ought to take a cue from the other branches of the industry and begin a study of costs along really accurate and scientific lines. The installation of a modern cost system would show the expense of handling each operation, as well as the cost of the material itself. Armed with the results of a system of this kind, which could be presented, if necessary, to the buyer of dimension lumber in support of the prices asked for the material, members of the trade might be in a better position to ask and get the kind of prices that are necessary in order to make the business self-supporting, and therefore stable and permanent.



# Pertinent Legal Findings



#### RIGHT TO RESCIND TIMBER CONTRACT

One who contracted to buy standing tumber was entitled to resemble the contract and recover the price paid on discovering that the timber was on a different tract of land from that he had in mind, he having never been in the locality of the land and having relied upon a report of an agent who examined the wrong tract. This decision rests, however, upon a finding that neither the purchaser nor his agent was guilty of any negligence in failing to ascertain the identity of the timber contracted for. (Arkansas Supreme Court, Fleischer vs. McGehee, 163 Southwestern Reporter 169.)

#### CONCLUSIVENESS OF SCALER'S MEASUREMENTS

When timber is sold under an arrangement for its measurement by a scaler to be appointed by the purchaser, his measurement is not conclusive against the purchaser, unless the contract so provides. (Minnesota Supreme Court, Owen vs. J. Neils Lumber Company, 145 Northwestern Reporter 402.)

#### PHASES OF LICENSES TO CUT TIMBER

The right to cut timber from the land of another is a personal property right which may be transferred by bill of sale. The lien of a seller of timber to secure payment of the agreed price is not terminated by his acceptance of notes covering the price. (United States District Court, District of Maryland; Cullen vs. Armstrong; 209 Federal Reporter 704.)

#### CONTRACTS NOT TO RE-ENGAGE IN BUSINESS

An agreement by a partnership, on selling its business, not to re-engage in the same line of business in the same town in competition with the purchaser will not be construed as preventing one member of the firm from setting up a competing business, unless the contract is so worded as to manifest an intention of the partnership, as well as by the firm itself. It is doubtful that this rule would be applied in all the states, but the Iowa Supreme Court adheres to it in the case of Rapalee vs. John Malmquist & Son, 145 Northwestern Reporter 279. The position taken by the court is that, since such contracts are disfavored by the law as tending to restraint of competition, they will be given no broader effect than was clearly intended by the parties.

#### PROTECTION OF TRADE-NAMES

In deciding that a company which had established a valuable reputation as manufacturer of "security ladders" was entitled to enjoin a newly organized rival company from adopting the name "Security Ladder Company," the Indiana Appellate Court recently announced this principle of law in the case of Hartzler vs. Goshen Churn & Ladder Company, 104 Northeastern Reporter 34: Any conduct which naturally tends to deceive the public as to the source of manufacture of an article constitutes unfair competition with the aggrieved manufacturer, against which the courts will grant This principle is not restricted to cases where a manufacturer has acquired a technical right to the exclusive use of a trade-mark or a trade-name, but extends to marks and names, which, though originally not subject to exclusive appropriation, have come to be understood by the public as designating a particular product. In announcing this last mentioned rule, the Indiana court follows the doctrine which is announced by all the courts to the effect that, although all persons engaged in the same line of business have equal right to use geographical, descriptive or personal names to designate their product, the courts will enjoin one manufacturer from adopting such a name after it has been previously appropriated by a competitor and has come to be understood by the public as identifying the latter's product. So in this case, the word "Security," as applied to ladders, would probably be held by all the courts not to be subject to appropriation as a valid trade-name, since every manufacturer of a safe ladder is, in the first instance, entitled to use any word of the English language which is descriptive of that quality. But, manifestly, after the trade has come to understand that a certain brand is produced by a certain manufacturer, use of its name should be protected against invasion by a competitor. Another principle announced in the case above cited is that, in order to maintain a suit on the ground of unfair competition, it is unnecessary for the complaining manufacturer to show that the trade has been actually deceived by defendant's use of the same name, or that defendant intended such deception; it being sufficient to entitle plaintiff to relief that there is a tendency to deceive the public.

#### LIABILITY FOR ESCAPE OF FIRE

The legislature of a state may validly provide that one shall be liable in double damages for injury caused another by the former negligently or willfully permitting fire to escape from his premises, but a law fixing liability for actual damages ensuing from a purely accidental or unavoidable fire is invalid.

#### WAIVER OF DELAY IN DELIVERY

A buyer's acceptance of goods after the date when the seller has contracted to deliver them waives any right to rescind the contract on account of the delay, but does not prevent the buyer from making a claim for damages resulting to him through the seller's failure to make the delivery within the stipulated time.

#### Baltimore Export Figures Startling

That the decline in the export business is not a mere transitory development, yielding after a short time, is again plainly shown in the statement of shipments from the port of Baltimore for February as compared with the corresponding month of last year. This statement discloses a falling off in the forwardings that amounts to more than fifty per cent and does not leave any reservations, the conditions having been such that the reduction must be attributed to unsatisfactory trade conditions abroad, and not merely to exceptional circumstances. It is again oak which shows the greatest reaction, this wood having being in such plentiful supply abroad or perhaps the requirements being so low that prices dropped below the level of which there could be any thought of the shippers here coming out with a margin. Poplar and practically all other woods were affected by the unprofitableness of the foreign markets, and the situation had become so bad as to effectually check the shipments. The state of the export business for February is strikingly shown in the export figures, which contain the following facts:

	1914.		1913.		
LOGS.	Quantity !	et. Value.	Quantity F	t. Value.	
Hickory	40,000	\$1,422	190,000	\$15,949	
Oak			4,000	100	
Walnut	120,000	6,867	166,000	12,836	
All others	50,000	1,964	33,000	1,240	
LUMBER.					
Oak	807,000	26,482	2,445,000	82,723	
White Pine	3,000	116			
Poplar	155,000	8,056	205,000	7,526	
Spruce			43,000	1,100	
All others	137,000	6,894	257,000	10,840	
Staves	3,953	415	81,517	8,015	
All other kinds of lumber		12,025		10,130	
Doors				9,164	
Furniture		1,118		2,375	
Trimmings				1,484	
All other manufactures of wood		20,514		37,601	



# The Lumbermen's Round Table



#### PRICES AND CONSUMPTION

A promuent manufacturer of oak and poplar recently made the assertion that the prices at which lumber is sold have no effect on the quantity used. He took the ground, for instance, that just as much plain oak would be cut up if it were selling at \$60 as at \$50.

"Oak is oak," he declared. "There is nothing like it, no substitute for it. Consumers will pay whatever is necessary to get it. The cost of the lumber is a minor factor in determining the price of the finished article, because so little of it is used in any one piece. All we've got to do to get the price is to ask it."

Several hardwood men who were present took exception to this statement, pointing out that the present condition of plain oak is largely due to the substitution of cheaper materials for oak, this being particularly true of the interior finish field, where gum, cypress and other woods are being used in place of oak, simply to save the difference in cost. That the consumption of poplar has fallen off because the price went too high for consumers to stand is also generally admitted. In fact, it may almost be stated, as a proved theorem of the lumber business, that when the price of an article becomes so much higher than other materials that the difference in quality is less than the difference in price, substitution will begin.

Most oak men, for instance, would prefer to see the market for oak steady and consistent at an average price than to have an irregular market, resulting from an extremely high price.

#### THE VALUE OF ASSOCIATIONS

A successful lumberman, who has won his way to the top largely by his own unaided efforts, is of the opinion that associations and conventions are all right from a social standpoint, but don't amount to much as far as practical benefits are concerned.

"Some men like to be president of this, or director of that," he said, smiling good-naturedly, "and for those who enjoy that sort of thing, the association is a great institution. But I can't see where anyone has ever been benefited by belonging to an organization of that kind."

It developed later in the conversation that this lumberman had lost the value of several carloads of lumber, a customer going broke in a very thoughtless and ill-timed manner.

"Wish I had known that chap was in a bad condition," remarked the manufacturer. "I had my doubts about him, but thought I'd take a chance."

"Do you happen to know," demanded his companion, "that one of the leading associations furnishes credit information of just that kind? I had an order from the same people, but got information from the association that saved me from shipping the stock. I figure I saved \$750.

"Doesn't that show that an association pays?"

"Yes, I suppose it does," the other finally admitted.

And the facts usually are that the man who makes use of his association properly, and doesn't content himself merely with attending annual meetings and enjoying the good fellowship which they involve, will find that organization work pays in a very definite and measurable way.

#### ON FORCING SALES

"I'm not in the market for lumber at this time, and don't care to buy," said the manager of a large interior trim plant in the Mississippi valley. "I'm pretty well stocked up, and haven't finished using up a big lot of plain oak I bought last fall in expectation of big business around the first of the year that didn't develop. We're busy now, however, and so I think I'll be ready to buy again in a few months.

"I wouldn't buy lumber and put it into stock under present conditions; but if somebody comes around and offers to give me

a car, as a lumber salesman did today, of course I'll take it. But nobody can sell me lumber at present."

This remark shows, perhaps, that the price-cutter can always get orders by giving his lumber away; but that sort of business can hardly be regarded as profitable. It also shows that consumers who are really carrying a fair stock can be forced only at the expense of the seller, and that it is better to wait until they actually want to buy before trying to close a sale.

A little conservatism in times like these is worth a great deal more than the spirit which is aggressive to the point of getting orders even if they have to be bought.

#### MANUFACTURING VERSUS SELLING

"Which do you think is the more important department of the business," an old-timer was asked, "running the sawmill or the sales department?"

"It all depends on what you call being a good lumberman," replied the veteran manufacturer, who has several mills and is therefore qualified to speak with authority.

"My own idea is that the good lumberman is one who can take a pile of stock, equal in quantity and grade to some other lot of material, and get the most money out of it. That may not accord with the views of some other people, but it's the final test. The man who gets the money is the best lumberman, no matter whether he is technically as efficient a manufacturer as some other chap.

"I know some lumbermen who never see beyond their yards. They have no conception of the selling end of the business. That means that they have to take a lower price for their stock than the man who understands consuming conditions and can take advantage of the various features of the market which are a closed book to the manufacturer of the other type, whose only idea is how to saw up a log to the best advantage.

"Given a mill with fair management, you can figure on getting within three or four per cent of the quantity and quality of lumber that another mill, operating under the same conditions, will get. In other words, most mills, provided they are run with ordinary efficiency, reach just about the same results.

"It's after the lumber is in the pile and must be converted into money that the real test comes. I've always been my own salesman, and I know that I can make more money going out and making arrangements to supply a factory than I can staying at home and looking after the operations of my sawmill.

"I believe that covers the points involved, doesn't it?"

#### SUPERINTENDENT OR LABORER?

Speaking of running a sawmill calls attention to the fact that a good many superintendents forget that they are paid for their ability to get results out of other men, rather than to do the manual labor themselves.

The head of a big mill said recently that his superintendent would be worth \$2,500 a year more if he could learn to supervise and to confine himself to that kind of work.

"He's the sort who is always rushing forward and taking hold of a job himself," said this lumberman. "His place is to look on and direct, and to see what the men are doing, instead of trying to do their work himself. We can get labor for \$1.50 a a day; when we hire a superintendent we want him to superintend, and not to be one of the sawmill crew.

"Cocasionally it may be all right for the superintendent to show a man how a thing ought to be done, as part of his instruction in the business; but to make a practice of doing work which a much cheaper man could do just as well is to waste time that could be put in to much better advantage."

This sounds like a topic that would be worth general discussion. What are your views on the duties of a superintendent?



# Correcting Wood's Infirmities



When nature's open air laboratory, which uses sunshine, water, carbon, and other things, discovered how to make wood, it was a great discovery; but there were defects, things left incomplete, and it is man's job to finish the product. Wood is fair from perfect from the standpoint of man's utilization. It has three serious shortcomings, which may be called its infirmities, and these have always limited the use of the material and caused bother, worry, and oversee.

These infirmities are decay, distortion, and combustibility; that is, wood will rot, it will warp, and it will burn. If these undesirable characteristics were lacking, wooden structures would last like stone; but they are not lacking, and the modern problem is to correct them as far as possible. There is no new story to be told regarding efforts to cure these defects; but there is constantly something new in successes achieved. Men are learning. They are profiting by experience, and the advance in scientific investigation is constantly opening new fields and showing the way to reach better results.

There is little that is mysterious about decay, at least as to its immediate cause. It is brought about by the activities of plants of a low order called fungi which take root in the fibers of the wood and there grow and send their roots or stems through the substance, using up the starch, sugar, and other soluble materials, and breaking the minute structures to pieces in order to get this food. The word "decay" means "falling apart," and that is exactly what happens. The binding substances that hold the fibers together are eaten away, and the wood simply falls apart, and is then said to be rotten.

This proneness to deteriorate may be largely corrected. The pores of the wood can be filled with poisons, by immersing it in creosote or other preparations; and when the decay-producing plants attempt to enter, they encounter the poisons, and are killed. As long as they can be kept out, wood cannot rot. There are many timber-treating plants in this country where this is done, and several processes by which it is accomplished. It is not necessary so to treat timber which is to be kept in the dry, because decay cannot attack in the absence of dampness. Practically all of the wood that has grown on earth, up to recent times, disappeared through the agencies of decay. That which was destroyed in other ways was relatively small; but fire is next to decay as a destroyer.

Wood's inflammability is at the present time a serious weakness. It catches fire and burns. That which is safest from decay because of its dryness, is most likely to burn. Methods of fireproofing have been discovered. The processes are generally more expensive than are those which suffice to hinder decay. A different enemy must be combatted. Burning is a chemical process. It acts quickly. Decay causes wood to "fall apart;" combustion causes it to "fly apart," and return to its chemical elements at once. Decay acts during years; burning is completed in a few minutes.

Wood may be given chemical treatment which will greatly lessen its liability to burn. It cannot be made absolutely fireproof; but, as in the case of decay, its inherent infirmity may be largely corrected. That is what is being done.

The third weakness of wood is its tendency to distortion. It checks, shrinks, and swells, but complete destruction is seldom reached. This is the hardest thing about wood to be corrected. Attempts have been made for hundreds of years. The seat of the trouble lies in the structure of the wood. It is a substance of the most complex character. There is hardly anything made by man that will compare with it. The unaided eye sees rings, bands, pores, and rays. The lens increases their number and multiplies the details; but the high power of the compound microscope reveals wonders in the minute structure of wood which otherwise are totally beyond the reach of the eye. Yet the microscope does not go to the bottom. If it did the real cause of the shrinking and swelling of wood could be seen, because the ultimate elements would show what takes place when water enters the structure or is withdrawn.

That is a thing which is not understood—why wood swells when water enters and shrinks when water is taken away. It is known that it does so, but why is another matter.

Investigators have theories. It is believed by Karl William Nageli, the Swiss botanist, that the ultimate particles of wood substance are crystals, fitting together like stones in a wall, and that water forces its way between the crystals by means of surface tension or capillary attraction, and in so doing it pushes the crystals apart, causing the wood to swell. When the water is withdrawn, the crystals settle together again, and the wood shrinks. This is theory only. No microscope has ever yet been made powerful enough to reveal the crystalline structure of wood, if it has such structure; but as a theory, it is a cause which explains the universal property of wood to shrink and swell upon changing its moisture contents.

Men have experimented for centuries to discover methods of rendering wood proof against shrinking and swelling. Oils and paints help, because they tend to keep water out, or to lock within what is already there. In numerous instances it is impracticable to oil and paint the wood, and even where it can be done it is only partly successful. Long-continued air-seasoning is beneficial. There is no doubt that such treatment lessens wood's tendency to shrink and swell. Experience long ago showed such to be the case. Old-time hatters air-dried their yellow poplar several years before they shaped it into blocks, curling boards, and patterns. Nearly two hundred years ago Mark Catesby wrote that red gum had to be air-dried during ten years to make it perfect for joinery.

Why does air-drying during a long period change wood so that water partly loses its power to swell it? No man knows; but there must be a reason. If Nageli's theory of the crystals is correct, it may give a hint. Possibly the long-continued and slow contraction of the substance in some way locks the crystals together so that water cannot so easily force its way between them to pry them apart and produce swelling.

Steaming wood is known to produce a similar result, particularly if the steam is applied at a temperature considerably above that of boiling water, and is given sufficient time to penetrate. Shrinking and swelling are decreased in a marked degree. Again, it must be confessed that there is no definite and precise knowledge of why this result is produced. The microscope does not seem to reveal it, and chemistry does not; but if the Nageli theory offers a possible explanation in the case of slowly air-dried wood, there is no reason why it will not apply in steam seasoning also. The application of moist heat, forced through and through the cellular structure, may solder, as it were, the (supposed) crystals together, or fix them in some other way so that water cannot come and go between them freely as before, and, of course, shrinking and swelling is proportionately lessened. Any diminution in the tendency to swell and shrink will of necessity decrease the tendency to check, for the latter depends absolutely upon the former.

The science and processes of correcting the infirmities of wood are as yet only vaguely understood. There are many workers, numerous investigators, and a few discoverers; but those who know the most claim to be nothing more than amateurs, feeling their way along from point to point, but constantly gaining a little. The engineer who treats wood to lessen its decay will not be satisfied until he has discovered a material or invented a process by which the timber can be so completely impregnated with preservatives that fungus will attack in vain, and decay will act only slowly and after long periods. Fireproofing processes must not only be made more effective than they now are, but must be cheapened in order that use may be widely extended. The shrinking, swelling, and checking of wood will be brought completely under control before manufacturers will be satisfied with what they are able to do. Every woodworker and student of timber economics knows how far short of that stage of perfection the present practices are. Doubtless the real workers and thinkers along this line are often in a frame of mind like Isaac Newton's when he said: "I know not how I seem to other men, but to myself I seem like a

child playing on the seashore, amusing myself by now and then finding a smoother pebble or a prettier shell than my companions, while the great ocean of truth lay all undiscovered before me."



# Noise in the Business Office



What does noise cost?

Time, place, and circumstances must be known before an intel ligent answer can be given to that question. It is a fact, however, that waste due to noise is one of the losses to which conservation commissions have not yet given much attention. They have been figuring on nearly everything else from forest fires to the leaching of nitrogen from the soil, but somehow they have missed the problem of saving the human mind from the wear, tear, worry, and distraction of noise.

What has that to do with wood? it may be asked.

The question has a lot to do with wood, and wood will have a lot to do with this problem. The first point is to appreciate the loss due to noise in an hour, a day, or a year, and it will then be time to begin to look for remedies.

Although conservation commissions and efficiency experts have usually passed noise by in their search for other things that want curing, some attention has been given the matter by Dean Sabine, who has collected facts and statistics which tend to show that noise may become one of the greatest, most inexcusable sources of waste that the modern business man must contend against. Such is not true of all situations and at all times; but of many situations and at many times it is true, and when it is true it is a matter that may be clearly demonstrated.

Begin with the modern office, and in order to be precise and explicit, confine the present discussion to the office where modern business is carried on by modern methods. Machines are noisy. The typewriter, the adding machine, the dictagraph, and telephone are not as quiet as the old-time accountants were who worked silently at their desks in situations so still that a dropped pin was always recovered, because its fall was heard, and it was picked up. The confusion in a modern office, particularly if a large one, is often incessant. Experiments have shown that it is wearing on the nervous energy. This is not the dictum of theorists, but the conclusions of business men who know by experience and by observation. Mr. Sabine cites many instances where strong business men have been almost incapacitated by the extra strain on their nerves, due to resisting noise, and fighting against it. The strain and drain are no less on all in the office force. The workers must employ part of their nerve force in resisting the noise, and they can give less to their tasks. They wear threadbare, as it were, before the day is over.

The only way to measure this loss of energy, and consequent depreciation of work, is to compare conditions before and after—the amount and quality of output while conditions were bad, and after the worst of the noise nuisance has been abated. In numerous instances the showings have been remarkable. Lessening of noise results in better work, more of it, and a saving in strength and energy on the part of the operators. In other words, noise and confusion are wastes that must be paid for out of the earnings of the business just as surely as insurance and taxes must be paid.

Many large business houses are seriously considering means for lessening noise. There are various ways of doing it, but no method will be of practical benefit that lowers the efficiency of the machinery and apparatus in use. Best results thus far have been reached by absorbing the noise. It is not so much the sound at the point where it originates which disturbs as it is the echo and reverberation from the walls and ceiling of the room. It is when echoes repeat and multiply the sounds that the confusion becomes distracting. Experience and tests have frequently proved this. Absorb the sounds when they strike the room's walls, the ceiling, and the fixtures, and the confusion largely disappears.

Various devices for doing this have been tried, and their efficiency has been carefully measured. It is found that the best destroyer of noise in a room is the open window. The sound goes out and never comes back. It is impracticable to have open windows at all seasons of the year; and in many instances in cities like Chicago and New York an open window lets in more noise from the street than it lets out. Too many open windows are objectionable in other ways. Some up-to-date offices dispense wholly with open windows and secure ventilation through pipes from the roof.

Next after the open window as a deadener of noise, felt cloth holds highest place. Some offices cover their ceilings and even their walls with sheets of felt. It produces excellent results, but there are serious objections to felt, or any other cloth, on office walls. It is insanitary. If it is fastened at certain points only, so that it may be removed and cleaned, it is unsightly; and if it is tacked or glued tightly against the wall, it speedily becomes highly objectionable. Felt, therefore, has its limits, and the limits are narrow.

Next after felt as a deadener of sound is wood. It ranks in efficiency above plaster on either wood or wire lath, more than twice as effective as glass, and ranks still higher above plaster on tile or brick set in cement. The tests made have been elaborate and far-reaching and they prove beyond a doubt that wood, as a sound deadener for office walls, ranks higher than any other material that can be used in a practical way.

"Many are called and few chosen" is a text that applies here. Almost every conceivable material and combination of materials has had its day as interior finish. They come and go. Some may answer one purpose fairly well, others may fill other places, but after the whole round of trials and experiments has been gone through, wood comes out superior to all. The advocate of substitutes and makeshifts is doomed to final failure in his war on wood.

The cost of noise is coming to be a recognized drain in large offices. It is a waste that can be measured. It is largely an unnecessary waste, and the time is near at hand when no unnecessary waste will be tolerated by the business men of this country. The architect that plans the office must give as much study to ways and means of deadening sounds as he now gives to increasing the acoustics of auditoriums and music halls. Plaster will be rejected in planning the walls and ceiling of the office; glass will be used if not sparingly at least advisedly; and sheet metal will be cast into outer darkness; but wood will hold the place which it has always held, because of its unquestioned superiority as a deadener and absorber of sound.

Fortunately for wood, its employment as interior finish does not depend upon a single property. Many persons will continue to use it who have no particular interest in noise or the absence of noise. They will be guided by the beauty of the broad panels or the artistic tones and figures of frames and beams. Stamped sheet metal is a poor substitute for the rich, harmonious colors of the genuine article; and the glassy surface of tiles will be left out of consideration by those who understand the difference between shams and the reality.

Though noise comes high and some may insist on having it in their offices, the investigations which have been begun and the progress already made in attaining scientific results, clearly point the way to the use of wood for finish as the most effectual way of lessening the waste due to the din which some erroneously suppose to be inseparably connected with modern methods of transacting business. Wood has won in the past and it will continue to win because it is efficient, sufficient, and satisfactory as interior finish.



# Utilization of Sumach



The transpal corners al value of some blas always been in its leaves and twigs which are used for tanning leather. The largest upply comes from the agency becomes very desired and North Carolina, from the immediate coast westward to the mountains. Two species contribute to the supply.

Staghorn sumach (Rhus hirta) is so called because the small lands are envired with fire, here the young hours of a deer. Dwarf or smooth sumach (Rhus copallina) has its names because of the smoothness of its branches, and from the fact that the growth is generally small. However, the largest specimens of both species are much the same in size. Trees attain a height of from thirty to fifty feet and trunk diameters range from six to twelve inches. It should not be supposed that these sizes are usual. They are exceptions and are attained only under extremely favorable conditions.

The sumach is a short-lived tree. There seems to be no record of any above fifty years of age. There is a section of a trunk of dwarf sumach ten inches in diameter and forty-seven years old in the collection of woods at the Texas University at Austin. It grew in that state. The species is found from New England to Florida and Texas, but the best development in size is west of the Mississippi river. The range of staghorn sumach is somewhat more restricted in the South and Southwest than that of the other, but it ranges farther north.

The annual output of dried sumach leaves and twigs for tanning purposes in the United States is approximately 180 tons. It is not a large quantity, but it is very rich in tannin of a valuable quality. It is employed principally in preparing fine leathers for book binders and glove makers. Genuine morocco skins are usually tanned with sumach. It gives a softness which is difficult to attain with any other material,

In Virginia the leaves are stripped from the small bushes by women and children, with some help from the more lazy class of the masculine population. It is not looked on as "a man's job," and men prefer to stay away while the field work is being done. The sumach thickets occur in old fields, and the bushes are seldom so tall that a person standing on the ground can not strip the leaves from every twig.

The stands are produced wholly by natural means. Seeds are scattered by wind, water, quadrupeds, and birds, and the worn-out fields, where the soil is so poor that corn will no longer grow, come up thickly with seedling sumachs. There is so much bitter white juice in the leaves and twigs that domestic animals refuse to eat them; consequently, the young sumachs grow without molestation in old pastures while half-starved horses and cattle roam in search of former.

No particular age is necessary to fit the sumach for the leafgatherers. Whoever reaches the old fields first, garners in the leaves. However, there is generally enough for all who care to glean. There is not much profit in it for the gatherers. The material sells for about \$100 a ton, but it takes two or three acres of sumach to produce a ton, and the picking is not all the cost of preparing. The leaves must be dried, flagellated, and baled.

The early makers of maple sugar used sumach stems an inch or less in diameter for spiles. These were made hollow by punching out the pith, and they were then inserted in auger holes bored in the maples. The sap was thus led into the troughs or pails provided for the purpose.

The wood is suitable for a number of uses. Trunks four inches or more in diameter contain wood fit for certain commodities. It is peculiar in appearance. The annual rings are made up of wood yellow and black, in concentric layers. The black is the summer wood. When polished, a fine, rich luster is developed. The sumach is diffuse-porous—that is, the pores are not arranged in rows—but those in the summer wood are often filled with deposits and are therefore not easily observed.

The most artistic display of sumach is seen in turned work,

such as newel posts, spindles, balusters, capitals, and other ornaments. Balls seven inches or more in diameter are sometimes turned, and are highly ornamental when used as parts of stairway and grille work. The contrasts, due to differences in color, are strongly brought out. Balls of smaller sizes show well also, but the beauty of the wave metalses with the size of the press.

One of the common uses of the wood of this tree is in turning gollets, curtain rings, and small platters and trays. The high polish which may be given such articles is surprising. Though the wood is somewhat brittle, it is quite strong. The sapwood is very thin, and practically the whole trunk can be used when it is of sufficient size.

Novelty stores sometimes sell sumach balls two and a half to three inches in diameter, intended for use in darning stockings. Next to the wood's beauty in colors and contrasts, its principal value as darning balls is due to the smoothness with which it may be polished. There are no rough places to catch threads.

Poison sumach (*Rhus vernix*) appears to be without value, so far as its wood is concerned; but the juice which exudes from wounds in the bark may be manufactured into a rich, black varnish. The danger of handling the article stands in the way of any great demand for it.

There is a western sumach (Rhus integrifolia) which grows in California and attains a trunk diameter of a foot, when at its best. The wood is wholly different in appearance from that of the other sumachs. It is of a rich red, without much figure. Annual rings are indistinct. It bears some resemblance to both cherry and mahogany, but differs enough from both to give it a distinct character of its own. It is hard, strong, and takes a good polish. It is not sufficiently abundant to give it much value as a resource; but for the manufacture of small articles it deserves a prominent place.

#### Wider Field for Plain Oak Furniture

Plain oak is coming back after years of neglect. Little of it has been in evidence for a long time. Fashion dictated the use of other woods, but fashion in that line has about run its course, and indications point to an early and general return of plain oak in the furniture trade. Quartered oak, also, is due to wider employment in the manufacture of furniture. That is, the oak is extending its field of usefulness in most kinds of furniture. For some years this wood has been confined largely to the office and the dining room. Desks and cabinets of oak have been manufactured in large quantities and in numerous styles, and dining tables, sideboards and other appurtenances of the dining room have followed that fashion. In the making of other classes of furniture this splendid wood was accorded scant courtesy. Birch, gum, maple and other hardwoods had the center of the stage. These are fine woods, but no finer than oak, and the superior place accorded them was dictated by fashion, which is often as much a law in trade as in the social affairs of men and women.

It, therefore, becomes a matter of quiet satisfaction to note a tendency on the part of oak to come into the general furniture field again. Plain and quartered oak alike have a place, and by right they never ought to have lost any part of that place. Their substantial qualities ought to place them among woods like gold among metals, superior to vicissitudes of fortune, and beyond the fickle influences of fashion.

The tendency is indicated by the appearance of oak furniture in show windows, where it is more prominent than it had been in a long time. This is the situation, not in a single city or manufacturing district, but it is so general that the movement cannot be defined as restricted or local. A popular form of library table has a quartered veneer top, while the frame is made of solid plain oak. The table is not elaborately finished. It is simply a substantial piece of oak for the library. Many pieces on display are finished natural, and they afford pleasing contrasts with some of the deep-stained woods.



# A Famous Lumber Operation



The details of a noted lumber operation of ancient times are submently explicit to make the matter interesting to lumberment today. It was the handling of the timbers used in building Solomon's Temple. The bill of lumber ordered by Solomon, the kinds, and the commissary department which had charge of the feeding of the workman, and the means of transportation, are plainly stated. Hiram, king of Tyre, was the contractor, and the terms of the contract were drawn in black and white. The matter was reduced to writing in letters which passed between Solomon and his contractor. There was stipulation as to the feeding of the workmen, and at whose expense; and the transportation of timber by land and sea. It is not altogether clear how many laborers the contractor was to supply, but the keen business acumen of the Tyrean seems to have tied Solomon up to a specific number.

There was one point which is not made very clear in the extant account of the transaction, and that is the price which Hiram was to receive for cutting the timber and rafting it to the nearest seacoast point to Jerusalem. The price was large enough, as was shown in the final settlement. It is evident that Solomon was unmercifully fleeced in the transaction. He is reputed to have been the wisest of men, but his lumber business did not show it. He paid an enormous sum for a comparatively small amount of lumber, while Hiram came out of the transaction a very much richer man than when he went in. The Tyrean was able to make Solomon do most of the work and pay all the bills.

The lumber was ordered for use in building the Temple at Jerusalem, and certain other structures associated with it. Three kinds of wood were specified, algum, which may have been olive wood, but there seems to have been only enough of this for one door, as that is the only use specified; cedar, which is understood to have been the common cedar of Lebanon; and "fir," which doubtless was not a fir at all, but the stone pine (Pinus pinea) which still grows in countries bordering the Mediterranean sea.

Scholars do not agree as to the precise locality where the lumber operations were carried on; but the consensus of opinion is that the mountain ranges standing back from the coast of Tyre and Sidon supplied the timber. This region lies from 120 to 150 miles north of Jerusalem. The timber, therefore, had to be transported that distance, and the region lying between those mountains and Jerusalem is to this day lacking in good roads, and doubtless there were only foot paths in the time of Solomon, although there is known to have been a road for wheels from the coast near Sidon inland to and across the mountains where the timber grew.

Transportation was a very serious problem for Solomon. He had practically no horses except what he imported from Egypt, and they were too expensive for log hauling. The cost of a horse is given, and in modern money it was equivalent to \$1,200. Therefore, human muscle was cheaper than horseflesh, and that was what Solomon used.

Hiram saw to it that he got the easy end of the lumber hauling. Solomon's workhands carried the timbers from the mountains of Lebanon to the coast (perhaps twenty or thirty miles); Hiram constructed rafts and floated them about 150 miles south along the coast, opposite Jerusalem; and Solomon's men carried the lumber overland from the coast to Jerusalem, about fifty miles. A land carriage of not more than 150 miles would have taken the lumber direct from the forest to Jerusalem; but it was decided (and wisely, no doubt) to carry it by both sea and land.

The terms of the contract are peculiar, and one is led to wonder what Solomon with all his wisdom was thinking about when he signed such a document. The reading of the terms shows that Solomon furnished all the laborers, except an indefinite number of bosses and managers which Hiram set over the workers, and even these were fed by Solomon. It is evident that Hiram charged pretty high for the expert advice which he was able to furnish. It is stated in the Jewish account of the transaction that Hiram's men were skilled lumbermen, and it is made plain that Solomon's

workmen knew nothing about cutting timber. Hiram evidently took advantage of this fact to drive a hard bargain with his kingly neighbor, Solomon.

There is something radically wrong in the accounts of the number of men engaged in the timber cutting and carrying, or in the amount of lumber delivered. The number of men is too large for the quantity of work done, after making all allowance for poor tools and primitive methods. Oriental exaggeration has plainly been at work in stating the forces at work and the time.

Solomon is said to have sent 80,000 "to hew in the mountains," and 70,000 carriers of burdens. In addition to these there were 3,600 overseers, and there seems to have been an additional levy of 30,000, working in shifts of 10,000 a month.

That was an enormous crew of lumbermen, but the figures are explicit.

The most remarkable thing in the whole matter is the total quantity of timber required to build the Temple. The amount is not stated in exact figures, but the specifications are given and it is easy to figure the amount approximately. Here are the dimensions of Solomon's Temple, reduced to English measure: Length, 100 feet; height, 50 feet; breadth, 33 feet 4 inches. In front of the Temple was a remarkable porch: note its dimensions; length 33 feet 4 inches, height 200 feet. This was the Temple. Additions and other buildings in the vicinity were afterwards built.

The Temple was of stone, but certain finishings were of wood, and here is where the lumber was used. The specifications are pretty explicit as to the number and sizes of the planks and timbers, except that thickness is usually not stated. For that reason it is not practicable to figure exactly the amount of wood used; but taking the surfaces which were covered, and assuming that the lumber was of proper thickness for such use, the total amount of lumber employed in building Solomon's Temple was between 50,000 and 60,000 feet, board measure.

That is not a very large output for 150,000 men to cut and deliver during seven years, even if it had to be delivered on men's backs over seventy odd miles of rough trails. The pine was used to ceil one room and also for flooring. The cedar made up the bulk of the lumber bill. Commentators say there is uncertainty in translating some of the technical terms made use of; but it is claimed that the beams were hung in stirrups instead of being inserted in the masonry; and it is thought this shows that the builders were trying to protect the ends of the timbers against decay.

That was the most expensive bill of lumber of which history gives any account. After making due allowance for oriental exaggeration, which is notorious, the cost was plainly out of proportion to the amount of work done, as is evident from the pinch which Solomon was in when Hiram began to push for the balance due on the contract. He had not cash to meet the bill, and Hiram generously consented to accept twenty cities of northern Palestine in payment of the balance due, and Solomon (doubtless with extreme disgust) ceded that large slice of his kingdom to settle the lumber bill.

The historians Renan and Breasted look a little behind the scenes and suggest that we have not the whole story of that lumber transaction, and that the account as we have it was doctored for political effect. According to historical evidence Solomon was not an independent king at all, but a vassal of the king of Egypt; so was Hiram. Solomon was getting too much territory for the good of the other vassal kings around him, and probably a hint came from Pharaoh of Egypt that it would be better to cede some of the northern part of Palestine to Hiram to even things up. Solomon had no choice but to comply; but the matter was explained to the public by saying that the transfer of territory to Hiram was made in payment for services rendered. Such an explanation accounts for the enormous number of workmen given in the account. The number was written large so that the ceding of twenty cities would seem to the people of that day reasonable payment. But

when cold calculation is applied to the problem it is plain that something was wrong, for 150,000 men could not have spent several years in cutting and assembling three earloads of lumber. The account was doubties; withten one after the actual transaction, by some one desirous of expanding away and glossing over Solomon's poor business ability if not his political misfortunes.



# The Lightest of Native Woods



If asked to name, offhand, the lightest native wood of the United States, most persons would give the place to white pine; yet there are several that are lighter, and some of them are in common use. Sugar pine (P) as landarthe are and knobeone pine (Poons attenuata), both of California, are lighter. Some of the spruces and several of the firs weigh less. The northern white cedar (Thuja eer de to's and southern white colar et hande eques the gordes ; the former growing in the northern states and the latter in the eastern, lack considerable of tipping the scales with white pine. The California bigtree, the largest in the world (Sequence mashenationiana is still lighter than the cedars. All the foregoing are softwoods, Some of the hardwoods are as light or lighter. Among these is the West Indies birch or gumbo limbo (Bursena simaruba), which is not a birch or closely related to that genus. It grows in southern Florida. Balm of Gilead (Populus balsamifera), of the northern states, is lighter than white pine; and the Florida golden fig (Ficus aurea) is much lighter. The Spanish bayonet (Yucca treculeana) of the Southwest and giant cactus (Cercus giganteus) of Arizona fall below white pine in weight.

No one of these is the lightest wood. The one which is clearly entitled to that honor may be found in considerable quantity in some of the swamps of Butler and Dunklin counties, Missouri. It is likewise native in the gloomy swamps which stretch inland on both sides of the Appalachicola river, near its mouth, in Florida. The same tree occurs in swamps along the Brazos river in Texas.

It is generally known as leitneria, or corkwood (Leitneria floridana). It has little more than one-third of the weight of kiln-dried white pine. In addition to being the lightest wood of the United States, the tree is among the smallest. No trunk exceeding twenty feet in height has ever been reported, and the extreme diameter is four or five inches. Usual sizes are much less than this; and would ordinarily be classed as mere shrubs. It is called corkwood because fishermen among the reefs and channels along the Florida coast have long used the wood, in place of corks, to float their fish nets, and the Seminole Indians made similar use of it long before.

The tree is deciduous, that is, it sheds its leaves yearly. The leaves are smooth-edged, from four to six inches long, rather narrow. The form and general appearance of the flowers bear some resemblance to those of river birch, and they appear in Missouri in March, but earlier in Florida. The fruit is a drupe—a sort of plum—with a flat seed and with flesh utterly worthless as food for human beings, though birds pick a few of them when nothing better can be had. The drupes are about three-fourths of an inch long, and very slender. The dark gray bark is almost as thin as paper on branches and small stems, but thickens with age.

The wood is the most interesting part. It is soft, weak, and exceedingly light. A cubic foot of it weighs little more than a gallon of water. It is pale yellow in color and without trace of heartwood. The tree is of slow growth, and the annual rings are so indistinct that they can be counted only with difficulty. The wood is absolutely without figure, no matter in what way it is cut.

No use of this wood for cabinet purposes or inlay seems probable. It might be employed in the manufacture of artificial limbs, provided pieces large enough could be procured. It is not known that it has been tested for this use and it may be too weak, or possess properties disqualifying it. At any rate, it might be worth while for some one interested in the business to give it a trial, though probably one of the first discoveries would be that sizes large enough are too scarce, though small stems are abundant enough in certain localities.

The tree has been known to botanists for nearly a hundred years. Its botanical name, Leitnevia, commemorates the sacrifice of a valuable life in studying this species and others in the wilds of Florida. Dr. Leitner, a German botanist, lost his life there during the Seminole war.

The tree's habit of growing in deep swamps makes it a difficult subject of study. The surroundings are not congenial, and a man traveling for pleasure or recreation will never go where leitneria grows; because he must wade through water, flounder in mud, run the risk of snakes, be tormented by mosquitoes, gnats, and all manner of flying, swimming, and creeping things that swarm in swales and lagoons. Fishermen who want the wood for net floats go where it is and get it; and bird hunters with their rubber boots and flat canoes penetrate the drowned lands where the corkwood grows; but few others go there for business or pleasure.

The scientist, of course, will go anywhere within the range of possibilities in search of facts, and no tree or plant grows too high on mountains or too deep in swamps to escape the searcher after knowledge. A Chicago botanist recently secured a photograph of the leitneria, but in order to do so he was obliged to dig a tree out of the almost impenetrable jungle where the camera could not be brought to bear on it, and replant it in an open space where it could be photographed. This incident throws light on the nature of the places where the tree is at home.

It is not easy to explain how the leitneria happens to grow in so few places and so far apart. It looks like chance, and yet it is harder to explain how a thing happens by chance than to account for it by means of cause and effect. Three widely-separated points, a thousand miles from one another, are the only known places where this interesting species occurs. It is a solitary species, without a known relative on earth, except certain distant third-cousins. It is a lone family, a lone genus, a lone species; and it has attempted to separate from itself, if such a thing were possible. Some of the leitnerias have their habitat in the gloomy morasses of western Florida; some took refuge in the swamps of southern Texas; and the third remnant chose its lonesome home in the dismal lagoons of southeastern Missouri. These swamps are much alike in character: but how did the leitneria happen to be in those three swamps and nowhere else? There are many other regions with drowned lands, mud flats, bogs of mire and jungles of tangled vines and trees; but this species missed all of them, for no known reason, and established itself in three widely-separated places only, and there it lives, a weakling among its associates, for it is not able to grow high enough to reach the sunlight which is shut out by the canopy of other trees.

#### The German Idea

While Uncle Sam is prosecuting people for maintaining retail prices, Germany is making things warm for the price-cutting fraternity. As an instance a retailer has been brought into court for having obliterated a certain identification mark on the goods he sold, by which mark the manufacturer expected to trace price-cutters, and was found guilty and liable to heavy damages.

The defendant was found guilty on the application of the law of unfair competition, which makes liable anyone whose business acts are such as to offend good morals. He was found guilty of injuring trade of his competitors by selling below the contract price, by which they were likewise bound, and by causing damage to the manufacturer's business by giving rise to the belief that its goods could be bought at different prices at retail instead of at a uniform price.



# Woods Used in Turnery



Those who are not familiar with the subject will be surprised to learn that the foreign woods which come to this country annually are valued at about \$52,000,000, besides our own supply of about 40,000,000,000 feet, which is utilized for various purposes. Notwithstanding the extensive use of iron for construction purposes in ships and house building, there has been no diminution in our consumpton of woods, ether native or foreign. The imports during 1911 showed an increased value of over \$25,000,000 over the imports of 1906. The class of foreign hardwoods has increased considerably in consumption within the past ten years, which is an indication of the greater demand for the purpose of interior finish and furniture.

There is a special class of foreign woods which is seldom referred to in the trade papers. Reference is made here to the commercial woods of the turner, and a list of the most important kinds which come to the American markets may prove of interest to dealers, as well as to wood users.

Brazilwood (Cacsalpina echinata) is the product of a leguminous tree at one time used extensively as a dye-wood. It, grows very abundantly in Central and South America and is imported chiefly from Costa Riea and Colombia. This wood is frequently shipped from Pernambuco and is now called Pernambuco wood. When first cut it is of a light color, but soon becomes darker on exposure to the air and light. The peach-wood, Nicaragua-wood, and Limawood of commerce are produced by this and several closely allied species.

Braziletto-wood is furnished by Caesalpina brasiliensis, which grows in the northern part of South America, Jamaica, and in other parts of the West Indies to the height of about twenty feet. This wood is much used for ornamental cabinet work. Both the brazil and braziletto are employed in turnery and for making violin bows.

Canary-wood is obtained from Laurus indica and Laurus canariensis, trees native of Madeira and the Canaries. These woods have the odor of sassafras and are often used in house carpentry and also for interior of boats, for inside works of drawers, boxes, etc., as their odor is supposed to repel insects. Canary wood is very durable when seasoned, remarkably tough, strong, and excellent for handles of tools generally.

Cocus or kokra are names applied to two entirely distinct woods. One is obtained from tropical America and the other from the East Indies. The tropical American wood is the green ebony (Bryaebenus) and is now principally derived from Mexico and Honduras. It is only a small tree yielding logs of about six or eight inches in diameter. The sap-wood is thin and nearly white or often yellowish, while the heart-wood is deep rich-brown mixed with green. The wood is exceedingly hard, heavy, strong, tough, and susceptible of a very high polish. It is much used for rulers and other small work. The cocus wood obtained from the East Indies is a product of several species of Albitzia lebbek, which is also called the siris tree. The wood has a handsome grain rendering it suitable for fancy work, such as paneling, carving, picture-frames, toys, combs and turnery. This tree has a very wide distribution and has been introduced into most of the islands of the West Indies.

There are several other trees which yield commercial woods called green ebony. The principal one is said to be the Excoccaria glandulosa of Jamaica, but this wood is now very rare and consequently very little used. Jacaranda mimosifolia of Brazil is often called green ebony and formerly was used for turnery and has also been used with success in dyeing, but at present is not much known.

A good many species of true ebony are known to yield in great abundance the black ebony of commerce. There are more than sixty species of the genus Diospyros and the best known kinds are those from the East Indies, i. e., D. ebenus, cordifolia, ebenaster, mabola, melanoxylon, roylei and tomentosa. The ebony derived from West Africa is commonly considered the most uniformly black. The principal species from West Africa are Diospyros crassiflora, D. denda, D. mespeliformis, D. mombuttensis, D. atropurpurea.

The kinds obtained from Mauritius and Ceylon are more or less

vanegated and are often cream brown, and those from the Philippine Islands are seldom solid black.

Fustic or mora (Chlorophora tinctoria) is a West Indian tree, the wood of which was formerly used extensively in cabinet work, but was found to tharken and change color on exposure to the air and heat. It is still used occasionally in turnery, but its chief use is for making a dye extract. The principal imports come from Venezuela, the West Indies, Mexico, and parts of Colombia.

There are several ironwoods which have been imported from time to time in small quantities. Metrosideros verus from the East Indies rarely comes in the American markets. It is the ironwood of China where it is much used for making rudders, anchors, etc., for ships and boats. Some species of Sideroxylon from southern Florida and the West Indies furnish other iron woods that are used in this country. Another close hardwood that is heavier than water, is the Argania sideroxylon of northern Africa. This wood is used in southern Europe. but does not come to this country, except in the form of small manufactured articles.

Another tree which yields wood used for making excellent furniture and fancy work is the jackwood or cos (Artocarpus integrifolia). The tree is the bread-fruit tree of the West Indies. The wood is coarse, and open-grained, though heavy, of a beautiful saffron color, and emits a peculiar but by no means an unpleasant odor.

King-wood (Dalbergia sp.), one of the most beautiful of the hard-woods imported, comes into the American markets occasionally from Brazil, in trimmed billets, from two to seven inches in diameter. It is also called violet-wood, because it is streaked in violet tints of different intensities. It is finer in the grain than true rosewood. The smaller pieces are frequently striped, and occur sometimes full of clongated zone eyes.

Letter-wood or snake-wood (Brosimum aubletii) is a scarce and costly wood of British Guiana and Brazil. It is very hard, of a beautiful brown color, with black spots. These spots are visible only in the heartwood which is seldom more than twelve or fifteen inches in circumference. It is now chiefly used for making walking sticks.

Lignum-vitae is a common, well-known, hard, heavy wood produced by several species of Guiacum found in the West Indies. It is used for a great variety of purposes requiring hardness and strength.

Nutmeg-wood is a name given to the wood of the Palmyra palm (Borassus flabelliformis), which is used in turnery, and, from its mottled character, for umbrella and parasol handles, walking sticks, rulers, fancy boxes, etc.

The stems or trunks of several palms obtained in the East and West Indies are imported, to a small extent, for fancy use. They furnish a great variety of mottled, ornamental wood, black, red, brown, and speckled, and are used for cabinet and marquetry work, and for walking sticks, umbrella handles, and billiard cues. Among the most common kinds are the cocoa-nut, betel-nut, and Palmyra.

The nuts of two South American palms, the vegetable ivory nut (Phytalephas macrocarpa), and the dark coquilla nuts from Attalea funifera, are largely used by turners for small fancy articles.

Partridge-wood (Andira inermis) is a name for the wood of several trees coming from South America. It is used for waking-sticks, umbrella and parasol handles, and in cabinet-work and turnery. The colors are variously mingled, and most frequently disposed in fine hair streaks of two or three shades, which in some of the curly specimens resembles the feathers of the bird. Another closely allied kind is called pheasant-wood (Cordia gerascanthus), obtained in Jamaica, almost exclusively used for turning. Purple wood is produced by Copaifera pubiflora and C. bracteata, two trees of British Guiana, which furnish wood of great size, strength, durability, and elasticity. The color varies much in different specimens, some being of a deep red brown, but the most beautiful is of a clear reddish purple, exceedingly handsome when polished. It is used for inlaying work, marjuetry, and in turning. Some varieties are called king-wood, but they are variegated, while the true purple-wood is plain. Queen-wood is a name applied occasionally to woods of the cocus and greenheart (Nectanders, imported from Brazis. The wood of Indians characteristics, of the West Indias, Laurabas a green was not commutee.

Red sanders is a hard, heavy East Indian wood, obtained from the Irrevocarpus santalinus, imported from Madras and Calcutta, chiefly as a dye-wood. It takes a beautiful polish, and somewhat resembles [http://wood.

Rosewood is a term as generally applied to a great variety of trees growing in different countries; so called sometimes from the color, and sometimes from the smell of the wood. The rosewood imported on such large quantities from Brazil is obtained chiefly from the land of the latter of the latt

well-known Malabar blackwood, which is heavy and close-grained, admitting of a fine polish. The best carved furniture in East Indies is made from this wood. A similar kind of rosewood is obtained on the west coast of the Gulf of Siam, but the grain is not so close as the South American wood. Large quantities are exported annually from Bangkok to Shanghai, and other parts of China.

The East Indian satinwood is the product of Chloroxylon swietenia. It is a close-grained, hard, and durable wood of a light orange color, and when polished has a beautiful satiny appearance which it loses by age, unless protected by a coat of fine varnish. This tree occurs abundantly in the northern parts of Ceylon, "flowered satin," but the variety known, on account of the pattern, is scarce.

The West Indian satinwood is obtained from Simaruba tulae, in the Bahamas, and from several species of Fagara. The wood of the European Yew (Taxus baccata), being hard, compact, and of a very fine, close grain is occasionally used for fine cabinet work, or inlaying, and by turners for making jewelry boxes and musical instruments. The wood taken from parts near the root are often very beautiful.



# Northern Michigan Hardwoods



The following is a summary of an article which recently appeared in the Investor of Detroit, Mich. Many persons will be agreeably surprised that so great timber resources remain in a region which has been for a long time accessible by both rail and water transportation. Notwithstanding lumbering on an extensive scale has been carried on in the copper country of northern Michigan for fully half a century, it is conservatively estimated that there is now standing in Houghton and Keweenaw counties saw timber whose value on the stump exceeds \$17,000,000. This estimate does not include millions of cords of cordwood, pulpwood, cedar poles nor lagging, of which there is a large amount in these two counties, and whose value would easily run into the hundreds of thousands. Nor is there included \$0,000 acres of timberland, containing probably 750,000,000 feet of commercial timber, which is held by corporations which do not offer the stumpage for sale.

It is estimated that the timberlands of the copper country will cut about 9,000 feet to the acre. In Keweenaw country, exclusive of holdings reserved from the market, there are 91,000 acres of wooded lands, running approximately 819,000,000 feet of saw timber, while in Houghton country there is an area of about 384,790 acres of standing timber, which will approximate 3,463,110,000 feet, or a total of 4,282,110,000 for the two counties.

These extensive stands of timber are accounted for by the fact that the pioneer lumberman cared for nothing but pine. Other woods of equal value were ignored, and the monarch of the northern forest alone fell before the initial onslaught of the lumberjack. As a result, the copper country today boasts of the largest and finest belt of hardwood timber to be found in the Middle West. In Keweenaw county, especially toward the east coast, there is a large amount of oak, which is now being bought in by Wisconsin furniture industries. The oak is not so plentiful in Houghton county, but the timber runs heavily to basswood, birch of every known variety and elm. In both of these counties hard maple predominates. The trees reach an unusual height and girth, thanks to the unconscious foresting of the pine-cutters, and the finest quality of flooring is now being manufactured from this northern maple.

Birds-eye maple, while not abundant, is encountered more frequently than in any other timber belt in this section of the county.

It is of prime quality, and is selling on the stump for as high as \$50 the thousand. It is much in demand among the veneermakers, and large quantities have been purchased within the past two years for export trade.

The basswood has been used freely by the mining companies for the brake-shoes on the huge drums upon which the cables used for hoisting are coiled and uncoiled. It is also sought by wood-dish manufacturers and the producers of excelsior and wood-wool. For this latter purpose, however, a preference is now being expressed for poplar, which is one of the copper country's commonest and cheapest woods.

The peculiar geographical position of this region renders it an ideal site for lumbering operations. The peninsula is criss-crossed by numerous railroad lines, and when a railroad is not convenient, there is always Lake Superior, Portage lake, Torch lake or the network of government canals which thread the peninsula. There never has been experienced any difficulty in getting timber to market.

Attracted by the unique advantages offered by the copper country as a manufacturing center, a dozen wood-working industries are now headed for the land of the red metal. These plants embrace practically every department of the industry and are coming from as far south as Maryland and from as far west as Colorado. A majority of the plants which will make Copperdom their home are now located in the lower peninsula, and their attention has been attracted by the activities of the Copper Country Commercial Club, whose operations cover the entire peninsula, and which is located at Houghton.

#### Quacks in Tree Surgery

The quacks who administer worthless or injurious nostrums to human beings are not wholly alone. The new science called "tree surgery" has been abused by quacks for a long time, and abuses may be expected to increase and multiply in the future as the popularity of the new surgery grows. One of the treatments consists in administering iron tonic to a sick tree and thereby rebuild and tone up its health. The treatment is so simple that its exact nature must be concealed, or the owner of the tree will attend to it himself rather than fee a surgeon for doing it. The regulation dose consists of a half dozen nails, and the instrument for administering is an ordinary hammer. The nails are driven into the tree's roots, or into the trunk as close to the ground as possible. The theory is that the tree's sap that comes in contact with the nails is oxidized and is transfused through all parts of the trunk, branches, and leaves, thereby effecting a cure of whatever disease the tree may have. There is no question that iron rust is carried some distance from the point where the nails are driven in the bole; but it is not apparent what benefit accrues to the tree. It is said that fatal results follow if copper nails are substituted for iron. It is claimed that the tree will die the following year. The argument is, therefore, that none except a skilled tree doctor should practice this surgery, because a mistake in the metal used may prove as disastrous as a mistake in certain kinds of human medicine.



# The Uses of Aspen or Popple



Minnesota has a nullion acres of aspen or popple, and the state forest service has commenced a campaign to place this wood in the class of useful forest materials, where it belongs. For the past five months E. O. Buhler has been carrying on investigations with that object in view.

It has resolved itself into a question of education. The wood is all right, but the people generally, and particularly the settlers in northern Minnesota, do not know it. They formerly looked on it as a nuisance. It was in the way. They had to cut it and burn it when they cleared land. No one thought of selling it, because no buyers ever made inquiries concerning it.

The need for the utilization of a cheaper wood is seen at a glance when the rise in the price of white pine is considered. Thirty years ago white pine land in Minnesota sold for \$2.50 per acre. There was approximately 25,000 board feet per acre. This made the price of stumpage about 10 cents per 1,000 feet. Twenty years ago the price had risen to \$1 per 1,000 feet. Last year the price received at state sales was \$9 per 1,000 feet. A rise from 10 cents to \$9 per 1,000 feet within thirty years.

The same story can be told with regard to Norway pine. Ten years ago a homesteader would not settle on land that was covered with Norway pine. Last year at the state sales in Minnesota the price for Norway pine was about \$8 per 1,000 feet.

What is true of white pine and Norway is also true of tamarack, cedar, spruce, hemlock, southern gum and cypress.

While the price was rising rapidly for all these other woods, there remained unused in Minnesota millions of feet of popple, or aspen. It averages about 2,000 feet per acre, making a grand total of about 2,000,000,000 board feet in the state. Much of it is in the northwestern part of the state.

Aspen is a widely-dispersed species. The light seeds are carried long distances by the wind, and burnt tracts are seeded with young growth. The trees grow rapidly, but they do not attain great age. The aspen has been called the "sudden sawlog" tree, because it so quickly attains full growth. It is not a large tree, however. Pole sizes are usual, and timber larger than that is uncommon.

Enormous areas are coming on. Seedlings are taking possession of cutover land as well as of burnt tracts, and the years to come will see a large quantity of this timber ready for market.

The question which is now being discussed in Minnesota is, What shall be done with this timber? Other states and regions have partly solved the problem. The cutters of pulpwood take hundreds of thousands of cords annually for use in the manufacture of paper. It is white, with good fiber, and is valuable for pulp. The mills pay seven or eight dollars a cord for it, delivered at the place where it is wanted.

The wood has many other uses in different regions. New England manufacturers convert it into the following commodities: Basket bottoms, hoops, boxes, brush backs, buckets, pails and tubs, window cases, ceiling, crates, excelsior, handles for dippers, knives, and ladles; spools and spool heads, toys, parts of wheelbarrows, and children's sleds. Many of the same uses are reported for the wood in New York and some in addition. It is used for ladders, casket boxes, parts of organs, and refrigerators. In Michigan the wood is employed in making dishes, fish kits, jelly buckets, lard pails, putty kegs, spice kegs, and sugar buckets. In Minnesota some flooring has been made of aspen, and it has likewise been reported for siding. Its other uses in Minnesota are much the same as those in Michigan.

These uses are wide enough in their range to show that the wood has value. The chief limit to its usefulness is on account of the small size of the trees. It is strong enough for many purposes. Geographically, it is a northern species, but its range extends down to Pennsylvania, Missouri, New Mexico and Arizona. It is difficult to state what the annual output is, because when sawmills cut it they may call it cottonwood, or poplar, or aspen, or perhaps balm

of Gilead, though the tree itself is not likely to be mistaken for the latter.

If the time ever comes in the northern country when trees are planted on vacant tracts, little expense need be incurred to seed the ground with aspen. Seeds may be blown for miles away, and usually a bared surface will receive enough to stock it fully. The common cottonwood overlaps the aspen's range in the North, but usually the former loses its importance and gradually gives way to aspen as the cold regions are reached. The largetooth aspen is often mistaken for the smaller species, and the woods of the two closely resemble each other. They occupy the same range in part.

#### Bethabara an Excellent Timber Tree

Bethabara is a copyrighted name applied to a British Guiana wood now imported into the United States chiefly for making fishing rods for which it is said to have no equal. In the region where it grows the Indians call it wasiba or washiba, and the English speaking people have given it the name of bow wood, because the Indians use this wood more than any other for making their bows. The wood was given the name bethabara by a New York dealer in order not to make known where it originated which enabled him to monopolize the trade. It was at one time reported to come from West Africa, but it is now generally known among users of this wood that it is obtained from a rare and little-known tree, which grows along the banks of the Issoroora Creek and Pomeroon river in British Guiana. Its exact distribution is not known, but it is quite likely that the tree grows also in parts of Venezuela, Brazil and in Dutch and French Guiana. It is said to attain a height of from eighty to one hundred and twenty feet and a diameter of from three to four feet. It has a clear cylindrical bole for twenty or thirty feet.

The wood is light olive-colored after it is exposed to the light and air, but on a freshly cut surface it is of a yellowish-green color which is due to the contents of the pores in the wood. These pores are filled with a substance known as tylosis which is of an orange color turning darker with age. These tyloses which are gummy are so abundant that they adhere to the edge of tools and produce an effect similar to dullness. The edge of tools must be frequently cleaned by means of a whet-stone or by washing it in a weak solution of sodium hydroxide. The wood is exceedingly hard, heavy (about seventy-six pounds per cubic foot), tough, elastic, and works with difficulty. It is exceedingly durable in contact with the soil and is frequently employed in British Guiana for fence posts, telegraph poles, and for the foundation of houses. It is used wherever great strength, hardness, and durability are required. Bethabara is frequently believed to be related to greenheart (Nectandra rodiaei), since these two woods have nearly similar physical qualities, but this is not the case. Bethabara is an undescribed species of Tecoma and a member of the catalpa family, while the greenheart belongs to the laurel family of plants. There is another wood in the market known as niob which is similar to the bethabara though it is considered by some to be the tonga or tonguin (Dipteryx odorata) which belongs to the pea family. The uses of bethabara is this country are not numerous. It is now being imported only in small quantities and practically all of this material is consumed by the fishing-rod makers. It is used occasionally for making walking sticks and umbrella handles.

President Barnaby and Secretary Fish of the National Hardwood Lumber Association have just returned from Buffalo, N. Y., where they were in conference with committee of Buffalo lumbermen having charge of local arrangements for the seventeenth annual convention, June 18-19th. After going over the ground carefully, the Hotel Statler was selected as convention headquarters. The Statler is a new and modern hostelry, provided with ample assembly hall and otherwise having the capacity, equipment and service for taking the best of care of a full-fledged convention.



# Furniture Factory Short-Cuts



The further manufacturers are consumers of dimension stock go with the proposition, the more time rous do its advantages become. The general, basic arguments in favor of using lumber cut to size have long been familiar to the trade; but the detailed benefits appear only with actual trial of the proposition.

Experience is beginning to accumulate, and the results are the more impressive by reason of the improvements brought about, from every angle. In a word, dimension stock has not only made good, but it has made good in more ways than it had been expected to do, and the latter features furnish a strong argument in favor of the more general use of the plan.

For example, it was pointed out not long ago that consumers are insisting more than ever before on carrying small stocks, and on getting just enough lumber to insure a sufficient supply at all times. The dimension stock plan fits into this mode of operation as though designed for it, and the experience of a number of furniture factories in this connection is enlightening.

When ordinary lumber is purchased, it is necessary to kiln dry it, of course, before putting it through the factory. It is next to impossible to arrange receipts of lumber on so exact a schedule to keep the kiln filled, and to insure an ample supply of dry lumber constantly being available. The result is that whether the consumer wants to or not, he is compelled to carry a surplus of considerable extent, and the rehandling of this lumber, from the car to the yard and from the yard to the kiln, is an added expense which an ideal operation of the system would get away from.

This is accomplished by means of the dimension system. The manufacturer of lumber cut to size kiln-dries his lumber before cutting it up, and as a matter of course keeps a considerable quantity of dry stock on hand. When he gets an order for dimension lumber, all that is necessary is to cut the stock to size and ship. Thus the consumer is nearer to his supply of material by the length of time required to dry under ordinary conditions, and is consequently that much better off when it comes to planning his purchases and arranging his manufacturing operations.

In fact, experience has shown that the plan of having a steady supply of lumber move from the manufacturer to the factory consumer can be handled more conveniently when dimension lumber is used than when ordinary stock is shipped. If the plan of the consumer has been to carry a considerable stock of lumber, and have enough kiln-dried stock on hand to keep the machine-room supplied at all times, the use of the facilities of the lumberman enables him to reduce his investment in stock and to have shipments made against his actual requirements and not against his future needs.

In this connection another advantage has been discovered. The manufacturer who heretofore has carried a considerable amount of lumber on his yard, in order to have plenty of stock ready for the kiln, or who has had a good deal of money tied up in dry stock, awaiting the needs of the cutting department, is now able to take the same money, put it into dimension stock, and be ready to surface the material and send it to the cabinet-room at a moment's notice.

In other words, the furniture manufacturer has heretofore been "up against it" on the matter of deliveries, in a good many cases, because of the difficulty of getting out special lots in less than sixty days. In fact, many furniture men assert that it is impossible to do justice to the work and put a piece of furniture through, from the kiln to the car door, in less than two months.

The peculiar trade conditions in this business emphasize the disadvantage of not being able to ship quickly. Usually the retailer does not order until the last minute, and when he wants a piece of furniture or a carload of it, he usually wants it in a hurry to take care of demand which is developing at that time. Delay in getting the goods to him is frequently fatal, and interferes with the success of the manufacturer. But since he is not in a position to anticipate the demand, except in the case of staples

which can be depended upon, he is compelled to wait for orders, and then must rush in order to get them out in time for use by the retailer.

That makes the big advantage of being several important steps in advance of the usual procedure all the more desirable. If instead of putting the lumber through the kiln and then having it cut to size in his own machine-room, he can take the dimension lumber from stock, where it was carried for just such an emergency, he can save from three to four weeks in getting out the goods. And that much time is often the difference between holding a customer by good service and losing him because of slow deliveries.

The flour miller seldom carries the finished goods in stock. The chief reason is that flour values are much greater than wheat, and interest, insurance and other carrying charges mount up too high to make it profitable or practicable to have a very large supply of flour ahead. But the miller does carry wheat in stock—all he can afford to buy when the market is right. He wants to have his material where he can get it at short notice, and in such shape that he will not be delayed in beginning the important work of converting grain into flour.

The furniture manufacturers have learned that they can play the same sort of game in connection with dimension stock. Instead of manufacturing their furniture complete, and carrying it in stock, a procedure which is difficult and dangerous, from the stand-point of policy, because of the absence of exact knowledge on the subject of demand, they work up their raw material as far as possible, under the restrictions necessarily imposed, and are thus ready, at any time the demand for a given item develops, to begin its manufacture at a point much further along than would ordinarily be the case. Even in the case of numbers which are doubtful sellers, standard parts can be provided, so that only the odd items need to be made up when the order comes in.

"We make a wide and constantly changing range of styles," said a furniture man not long ago, "but we have found it to be a considerable advantage to put in a big stock of standard parts, such as legs, tops, etc. We order these for practically the entire season's requirements, as we see them, and then specify deliveries from time to time in sufficient quantity to give us a big stock of this material. The process of manufacturing, when orders are received, is considerably shortened. We have much of the material, even on the numbers regarding the demand for which we are not certain, already made up, and the work of getting it out is therefore greatly expedited. This, we believe, is one of the greatest advantages of using dimension stock, from the standpoint of the consumer."

A point which dimension men have been quick to take note of is that the cost of handling a great number of small pieces is much larger than the expense involved in taking care of the same footage of lumber of standard lengths. Consequently, in order to meet this objection, furniture material is now shipped in bundles, secured with wire, so that a car can be unloaded quickly and economically.

In the same connection it is worth noting that the dimension men are performing a service not unlike that of the veneer manufacturers, some of whom match and tape veneers so that they are ready to lay when received at the factory. That is, in many cases the dimension manufacturer matches up lumber that is to be joined, rips it to size and keeps the various pieces together in the bundle, so that each top is a unit, and the consumer is assured of having uniformity as to color and figure. This is a real service to the factory man, who ordinarily makes many blunders in setting out solid tops through being unable to secure uniformity in these respects.

These and many other practical advantages, which are developed only by actual operation of the system, have served to win many permanent customers for dimension stock manufacturers, and to increase the business of those mills which provide the right kind of service regarding such things as matching up, inspection, etc.



## Red Gum as Door Material



A man need not be very old to remember when red gum was not used by the manufacturers of doors in this country. Perhaps a chance one might have been made here and there a good many years ago, but such escaped the notice of the public, and no general attention was paid to them.

A good door is not one of the easy things to make. It is a pretty severe test of the qualities of wood. A door can be put together without much trouble, but to make it hold its shape is another matter, and it was a long time before manufacturers could be persuaded that red gum was worth trying out. They thought

they knew that it would prove a failure, and did not care to experiment with it. The wood had a bad reputation for warping. It was said to season slowly and with difficulty, and door makers were so conservative that they preferred to stick to the tried woods which they had always used, such as pine and spruce, with an occasional venture into the hardwood field. in which case oak, vellow poplar, and black walnut offered a pretty wide range of materials to pick from, leaving no particular reason why red gum should be selected.

The beauty of this wood was admitted long before its other good qualities were recognized; but beauty alone was not sufficient to win a trial. Few uses test the standing qualities of a wood more surely than a door. The two sides are frequently subjected to widely different temperatures. One side may face a hot, dry room, the other a damp, cold one, or may even face outdoor conditions, as when the door opens on a porch.

In such cases it is needless to say that the material of which the door is made is severely tested. It may roast on one side and freeze on the other,

or one side will be extremely dry, while the other may be in more or less contact with fog and rain. Then, if ever, may warping be expected to take place.

The solid door is unusual now, unless made wholly of softwood. It is built up. The frame is of three or more layers. The inside is called the core or the backing; the finishing woods are glued on this. The core may be of a cheap material, but it must be selected with care as to its standing qualities. It must be a wood which is not inclined to warp. Chestnut and white pine are among the best core woods, but there are others. Next comes the cross-banding, the grain of which runs opposite to that of the core. The veneer which is glued over the cross-banding is generally selected on account of its good appearance. It is the visible part, and the beauty of the door depends largely upon the color, figure, and grain of the veneer.

Other qualities, however, are demanded. Beauty of color and figure are highly desirable, but they amount to little unless the outer veneer remains where it is placed. If it pulls loose and peels off the door is ruined. For that reason the woods which

go into such doors must possess good gluing properties. The glue must take hold and stick. It must do this during trying times and weather changes as well as when everything is lovely. It is here that red gum has its inning. It holds glue, provided the glue is right and is put on right; but the job must not be slighted. Gum is a poor wood to fool with but a good one to work with. It is a material for the master mechanic to handle, not for the amateur to experiment with.

The extent to which red gum is now employed by manufacturers of doors will surprise most persons who can remember when it

was scarcely used at all for this purpose. Statistics are by no means complete, but figures have been compiled for sixteen states, and are given below. It should be explained, however, that the figures represent sash and blinds as well as doors. The statistics were compiled that way and it is not practicable to separate doors from the two other commodities. However, the quality worked into doors much exceeds the other, and makes an excellent showing, The figures represent the output in the respective states in one year.

YEARLY USE OF RED GUM FOR

DOORS.	
STATE FT. BOARD M	
New York	494,000
Illinois 3,	634,000
Missouri	176,000
Ohio 1,	000,000
Texas	814,000
Arkansas	808,000
Iowa	724,000
Louisiana	550,000
Alabama	382,000
Michigan	346,000
Kentucky	310,000
Virginia	130,000
South Carolina	110,000
North Carolina	56,000
New Hampshire	27,000
Mississippi	2,000
Those is remorkable	diffor-

There is remarkable difference in the quantity of gum demanded by door makers in different states. In Mississippi, where the tree grows to per-



SEVERE TEST FOR A GUM DOOR—A SUNNY WINDOW AND A STEAM RADIATOR ON ONE SIDE, AND A LARGE ENTRANCE DOOR ON THE OTHER. AFTER A YEAR IT IS STILL AS GOOD AS NEW.

fection and in large quantities, its use is almost nil; while in New York, where it does not grow, its use runs high in the millions. The contrast is partly explained by the fact that Mississippi produces few doors of any kind, and New York turns out millions of all kinds. Even New Hampshire, with abundance of good door material of its own, uses thirteen times as much gum as Mississippi.

It might be supposed that Illinois, which lies in proximity to the gum supply, would use more of it in its door factories than New York, but for some reason it uses only one-sixth as much; and as far as available statistics show, Illinois is the next largest user after New York.

An examination of the accompanying table will at least make clear the fact that the employment of red gum in the manufacture of doors is not evenly distributed over the country. It goes in spots, and no one of the states which use more than a million feet a year, except Missouri, grows gum in commercial quantities. It is a southern wood, but the largest demand for it, by door makers, comes from the North. Texas does not use so much as Ohio, nor Louisiana so much as Michigan. It illustrates the old saying that

a prophet is not without honor except in his own country.

Doubtiess a considerable rander of the 21m doors put on the market in the course of a year are not sold under their true name. The wood is finished in imitation of others, among which are cherry, mahogany, walnut, and oak. It is stained, grained, or printed in a way to resemble closely the wood which it passes for. A southern factory owner stated the facts pastry well when he said: "We

bring nothing but red gum into the shop and send nothing but oak out."

Imitation doors made of gum may be expected to decrease in use, while the genuine article grows in popularity. The wood takes such handsome finish that there is little excuse for palming it off as something else. It is able to stand on its own merits and to build a reputation of its own.



# Southern Wood-Using Industries



The South is a land of opportunities for industries engaged in manufacturing rough lumber into finished commodities. Development along that line is progressing rapidly from Maryland to Texas. Raw material is plentiful, labor is reasonably cheap, transportation facilities are good. This is a combination which inevitably leads to development. The almost total absence of statistics until recently has made comparisons with former periods difficult or impossible; but the fact is apparent that rapid, healthful growth of wood-using industries in the South is widespread.

The government has been publishing a series of reports, state by state, dealing with the amount of wood manufactured yearly into finished commodities, such as furniture, flooring, vehicles, boats, machinery, and many others. Many interesting and highly significant facts are shown by the published statistics. The figures point unmistakably to remarkable growth in wood-using industries in the South. The manufacturing considered in those reports is not the production of rough lumber at the saw mills, but that which passes through shops and factories to be prepared for the ultimate consumer.

A very good summary for most of the states is contained in the Ohio report which was recently published. Figures are there brought together which before were accessible only in scattered and individual reports. It is ascertained that the annual demand for wood by factories located in the southern states reaches the vast total of between nine and ten billion feet. The items, state by state, which make up this total, are set forth in the following list of sixteen states, each one of which is credited with what it uses in the course of a year.

WOOD USED YEARLY BY SOUTHERN FACTORIES

	reet, B.M.
Arkansas	1,361,000,000
Louisiana	1,355,000,000
Virginia	\$95,000,000
Texas	762,000,000
Alabama	727,000,000
North Carolina	676,000,000
Mississippi	618,000,000
Georgia	555,000,000
Florida	521,000,000
Missouri	443,000,000
South Carolina	424,000,000
Tennessee	414,000,000
Kentucky	410,000,000
Maryland	284,000,000
West Virginia	260,000,000
Oklahoma	28,000,000

Total 9,643,000,000
These figures include dressed flooring, ceiling, and siding and
general planing mill products, and these account for the very large
output of manufactured forest products in Arkansas and Louisiana.

For the purpose of comparison, it is proper to give the annual sawmill output of rough lumber in those states. The figures are for the year 1911, as that period corresponds very nearly with the manufacturing statistics given above. It is apparent that the sawmills supply abundance of raw material for the factories which turn out finished products.

State.	Cut, Feet,
Louisiana	3,566,456,000
Mississippi	2,041,615,000
North Carolina	. 1,798,724,000

Arkansas	1,777,303,000
Texas .	1,681,080,000
West Virginia	1,387,786,000
Virginia	1,359,790,000
Alabama	1.226 212 000
Florida	983,824,000
Tennessee	. 914,579,000
Georgia	801 611,000
Kentucky	632.415.000
South Carolina	584,872,000
Missouri	115,586,000
Maryland	144.078.000
Oklahoma	

It appears that approximately fifty per cent of the rough lumber sawed in the South is further manufactured in the South before being sent to market. That is a low percentage compared with some of the northern and eastern states where manufacturing has long been highly developed. For instance, Michigan further manufactures eighty-seven per cent of the rough lumber turned out by its saw mills. Massachusetts manufactures twice as much as its sawmills cut, and of course much must be brought in from the outside. Ohio manufactures more than twice what its mills saw, and New York between three and four times as much as its forests produce.

What those old manufacturing states are doing in the way of manufacturing may be accepted as a prophecy of what the South will do when it has made further progress in development. It is rising rapidly to that position. The progress is apparent all over the South, but of course development is more active in some sections than in others.

Take as a concrete example the manufacture of furniture in North Carolina. That state, like all other southern states, is rich in timber resources, and it has become rich in manufactures also. It is not generally known that more furniture is made in North Carolina than in any other state, either north or south. Its closest competitor is Illinois, which uses annually 128,861,930 feet of lumber in manufacturing furniture. New York is a little below Illinois, and uses 126,-064,292 feet yearly; but North Carolina uses 182,861,250 feet.

A fact which is somewhat significant is shown by a comparison of southern with northern furniture factories. At least, it is so shown if North Carolina is considered a typical southern state and New York is taken as typical of the North. The southern furniture factory is much larger than that of the North. The average yearly consumption of the wood by the North Carolina factories is 2,438,147 feet, while in New York the average consumption is 555,349 feet. The southern factory thus appears to be four times as large as the northern.

This indicates large opportunities in wood-manufacturing in the South. Capitalists are seeing the opportunities and are taking advantage of them. These opportunities consist of abundance of raw material in the form of standing timber, both hardwoods and soft; access to good markets, both at home and abroad; and plenty of reliable labor at fair prices. These constitute a combination of circumstances which have already produced results, and promise even greater for the future.

These opportunities stand close inspection. Take the timber to begin with. Everybody familiar with the southern states knows that the region has great forest resources. The timber stretches from Maryland to Texas, and from the Ohio river to the Guiff: but a mere estimate by so many square nules is rather vague. Fortunately it is possible to be more explicit. The Bureau of Corporations has collected masses of statistics dealing with southern tumber; and while these figures may not be wholly accurate in every essential, they are worthy of careful consideration. They are the best to be had at this time, and those who have criticized them have done so by declaring that the figures are too small rather than too large.

#### HARDWOODS

Taking into account only the sixteen states listed above, and summarizing the elaborate statistics representing their stands of merchantable timber, it is found that their hardwoods total only a little short of three hundred billion feet, which is about seventy-five per cent of the estimated hardwood stand for the whole United States. The items follow:

		Peet.
Oak		152,939,000,000
Gum		46,443,000,000
Hickory		14,971,000,000
Ash		9,926,000,000
Miscellaneous .		73,173,000,000
Total		207 152 000 000

#### SOFTWOODS

The hardwoods are only one of the forest resources of the South, and constitute less than half of the total timber supply. There are half a dozen kinds of pine, but they are grouped, for brevity's sake, under two heads, longleaf and shortleaf. It is not necessary to be more explicit in the present instance. Cypress is the only other important softwood. Of course, there is much cedar in some localities, and considerable hemlock and spruce, but they are omitted, and the softwood resources appear as follows:

	Feet.
Longleaf pine	232,300,000,000
Shortleaf pine	 152,100,000,000
Cypress	 40,400,000,000
FF-4-1	404 000 000 000

The whole commercial stand of timber in the South, including softwoods and hardwoods, amounts to 722,252,000,000 feet.

This is enough to last nearly forty years at the present rate of cutting in the South, though that rate is enormous; and in the next forty years a lot of young timber, not counted in the above total, will be ready for the ax. It is therefore evident that the investor in southern factories which use wood has a long time in which to operate his mills. Factories might use twice as much as they are now using without necessitating any increase in the sawmill output, provided the southern lumber were used in southern factories only. However, there will always be trade in rough lumber between the South and the rest of the country and with, the world.

The South is particularly fortunate in its accessibility to the best markets. Manufacturers naturally scrutinize that phase of the situation very carefully. Railroads thread the country in all directions. They connect with the West, North, and East, while in the direction of the coast there are numerous roads with one terminus at the harbors and the other far in the interior. Shipping facilities by land and sea are unexcelled. The land routes lead to all parts of North America, including Mexico which will become a good buyer sometime. The sea routes connect with every seaport of earth where there is any trade, either present or prospective, worth going after.

Industrial conditions in the South are favorable. Investors doubtless give much weight to that factor in planning for the future. It is not a factory population like much of that in the North is, but it is competent and capable, and training will come naturally.

Other economic considerations favor the development of the South's forest resources. One of these is the advantage of having the factory close to the raw material. This advantage holds with nearly all classes of manufacturing, but especially in converting the rough material of the forest into finished commodities. Fortunately, the woodusing factory can go to the forest. The steel mill cannot always go to the iron mine. The closer the factory is to the woods whence comes the raw material, the less will be the waste, the smaller the amount of useless hauling, the less the profitless handling of what is

unsalable. The old-time sawmill took the best logs and left the rest. It had to do it, because the poor stuff could not be sold. The modern factory, if sufficiently near the timber tract, can make nearly a clean sweep, because diversified manufacturing calls for sizes and shapes which could not be profitably moved to a distant factory. It is poor policy to haul waste stuff far. To avoid that, the factories get closer and closer to the woods. That is why they are springing up all over the South.

#### Car Statistics

Regular report of the American Railway Association, dated March 15, shows surpluses and shortages on that date as compared with previous dates.

On March 15, 1914, there was a surplus throughout the country of 102,010 cars. The surplus on March 1 was 159,480 cars. March 15, 1913, the surplus was but 57,998 cars.

On March 15, 1914, there was a total shortage throughout the country of 7,145 cars as against a shortage on March 1 of 5,573 cars. Shortage on March 15, 1913, was 20,223 cars.

Thus it is seen that while as compared with conditions a year ago the activity of shipments for the first two weeks in March of this year was disappointing, there seems a slightly increased activity since the first of the month. This is shown in the reduced surpluses and the increased shortages.

#### The Manufacture of Excelsion

Approximately a quarter of a million tons of excelsior are made every year in the United States. Expressed in board feet, the material consumed is equivalent to about sixty million feet of lumber. In this country the manufacture of excelsior does not proceed beyond the point of converting the wood into material suitable for packing glass and metal ware, eggs, flowers, perfumery and similar purposes, for filling cheap mattresses, for cheap upholstery and for filtering. In foreign countries, however, they go further and include a number of uses that are not attempted here. For instance, excelsior rope is sometimes woven, while by the use of vari-colored dyes, fancy packing and material for window displays are made, particularly for the Easter and Christmas holidays. Excelsior of special grade is also employed to some extent for surgical dressings, and flesh bruises.

The principal requirements of a wood for excelsior manufacture are softness, straightness of grain, freedom from knots, good fibre, and ability to work well under the knife. The broadleaf species represented by poplar, basswood, whitewood or tulip and willow are the best. In the South and Middle West, considerable quantities of pine are used for this purpose, but the product is not of the highest grade. In Europe the principal excelsior woods are fir and spruce, but their product does not rank as high in resilience and toughness as that of the broadleaf trees mentioned.

There are several grades of excelsior, the finest and softest being known as wood wool. The strands or filaments composing this grade are very narrow, and this can be made from only the best material. In the medium and coarser grades, the filaments are thicker and range in width from one-sixteenth to one-thirty-second of an inch. For special purposes the filaments are sometimes made as wide as one-third inch.

Excelsior wood should be reasonably straight and free from large knots. It is usually sawed into lengths of four and one-half feet and peeled. The smallest diameter advantageous to use is four inches, since the excelsior knife is from five and a half to six inches wide, and the use of small sticks materially reduces its cutting capacity. At the mill, each of these longer bolts is sawed into three blocks a foot and a half long, ready for the machines.

The machines for making excelsior vary in design from an upright form taking one or two blocks at a time, to an eight knife horizontal machine taking as many blocks. The latter type is used largely in the South. The output of these machines depends upon the kind and condition of the wood. The capacity of an upright type under the best conditions is about eight hundred pounds of medium grade excelsior in ten hours for each knife.

### The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the adverted by the section of the section o

#### B 690-Has Cherry to Offer

Grand Rapids, Mice. Mar. L. Sanor Hydrocon Riccons. Can you refer us to anyone who uses it I No. 2 common charry. We believe that this kind of wood is used quite a 2-ord deal for the wooden portion of congruence over and work of that cases.

Any intermation volume gave us on this point will be very acceptable

The above concern has been referred to a concern which uses a large quantity of cherry for the purpose mentioned, manufacturing it up into blocks 12x24" in size. Any consumer looking for a source of supply for this material may have the address upon application. Editors.

#### B 691-Process for Felling Trees

Last Pittsburgh, Pa. Mar. ! Eartor Hyrawwoon Recemb. Within the list two two swe recall heart sach in one of the lumber trade papers, a method of felling trees in Germany, which was a process accomplished by friction wire. If you are familiar with the process, we would be pleased to have you advise the date of the issue of your publication showing the same.

This party has been advised that there have been sundry newspaper paragraphs printed during several years covering the alleged system of felling trees in Germany by the employment of a friction wire, but that as far as we know this process has never been worked out to a satisfactory commercial conclusion. It is certain this equipment has never been offered for sale.—Editor.

#### B 692-Wants Gum Veneer

Utica, N. Y., Mar. 13. Editor Hyrowood Recome. Will you please give us the sames of manufacturers of  $\beta_s{}''$  gum or hardwood veneer?

The names of producers of veneers as sought have been given our correspondent. Anyone wishing his address can have it by writing this office.—EDITOR.

#### B 693-In Market for Drag Saw

Danville, Ky., Mar. 11. Edit of Hagawood Record. Will you kindly advise us who make drag saws for sawing off logs, and if you know of a bond draw saw?

Drag saws are manufactured by nearly all the sawmill machinery makers. There is no such thing as a 'band'' drag saw. Our Kentucky inquirer has been referred to a concern manufacturing a band log cut-off saw.—Editor.

#### B 694-Wants Soft White Pine

Butter, Ind., Feb. 25. -Editor Hantwood Riccom. We would be glad if you would tell us where we can get a list of the mills selling selfwhite pine.

Although pine is entirely out of our field, a list of manufacturers of white pine has been supplied the above.—Editor.

#### B 695-Looking for Timberlands

Richmond, Ind., Mar. II. Editor Hardwood Ricond. We are looking for a list of land timber and sawmill owners in the cities of Arkansas, Kentucky, Michigan, Minnesota, Mississippi, Pennsylvania, Tennessee, West Virginia and Wisconsin, and if you have anything of this sort to offer, would appreciate receiving a proposition from you at the earliest possible moment. What we are trying to do is to get at the owner of rough timber in order that we might buy it direct instead of through wholesalers and jobbers.

We would be interested to know if your lists would include in addition to the full name and address, the different kinds of lumber cut.

This inquiry is from a piano manufacturer who has been advised that such a list as requested could be made up from our card index system of lumber manufacturers in the territory named, involving several thousand stumpage owners and lumber manufacturers. It would, however, hardly be necessary to attach to this list the kinds

of lumber produced by these concerns, as anyone familiar with the territory in question would know very closely the variety of lumber each concern produces.

Timber owners desiring to communicate with this prospective purchaser will be supplied with the address by writing Hardwood Richard Lieuter.

#### B 696-Seeks Five-Ply Table Tops

to at Marke de 1. La to Handwood Recent We and violated appreciate it if you could furnish us with a list of manufacturers of five-ply venes, table tops.

This has been done. Producers of five ply stock as noted looking for a market for same will be sent the address of the inquirer upon application.—Editor.

#### B 697-Has Birch for Spools

Glen Haven, Mich., Mar. 12.—Editor Hardwood Record: In your issue Dec. 25, 1913, there was a very interesting and excellent article on the spool industry. I am interested in information along this line. My private forest on Glen Lake has a large amount of white birch timber and I heve always contemplated utilizing the same along the manufacture of spools, and I would like any information I could receive as to where they are manufactured in this country, and how much of a proposition it is to start the same, or if it could be done in a small way successfully.

I know that such manufacture is generally done on a large line and by combinations, but before entering into it I would like more information on the subject than I have ever been able to obtain. I thought you might be able to give me some or start me where I could learn it.

It might be that if there is any manufacturing point which I could reach by water, I might dispose of the bolts, but of course I would prefer to manufacture, and I believe I have enough of it to organize in a small way along these lines. Any information you could give me that would be a benefit, I would appreciate.

Small spools are made almost wholly of paper birch, which is the same as the white birch of Michigan. The center of the industry in this country is in New England, principally in Maine and New Hampshipe. The Forest Service, Washington, D. C., has published a circular which gives much information on the spool industry, particularly in regard to cutting, seasoning and working the wood, and also something about the markets. This is "Circular 163, Paper Birch in the Northeast, by S. T. Dana." You can probably procure it by writing to the Forest Service.

There seems to be no manufacturing of spools in Michigan, but some are made in the state of New York.

No reason is known why the paper birch of Michigan will not work into spools as readily as that of New England. The hardest part of the operation is to prevent the wood from sapstaining after it is cut and before it can be properly seasoned. In New England most of the cutting is done in winter, during freezing weather. There is much waste in large timber, because the heartwood is not used for spools and is usually thrown away.

Our correspondent has been further advised that spool operations need not necessarily be on a large scale. A number of small mills in New England seem to be doing as well proportionately as the large ones. A spool machine turns out about a spool a second, and each machine is a separate unit, and may be added as needed.—Editor.

#### B 698-Spanish Elm (?)

Philadelphia, Pa., Mar. 13.—Editor Hardwood Record: Will you please give us the names of a few firms that use Spanish elm, wholesale or retail, and codige?

HARDWOOD RECORD is absolutely unfamiliar with any wood of that name. It may be that the inquirer refers to Santo Domingo rose-wood. -- Editor.

#### B 699-What Is Gray Fir?

Philadelphia, Pa., Mar. 16.—Editor Hardwood Record: In looking over "American Forest Trees," we see no mention made of gray fir. We understand that gray fir and western hemlock are the same wood. We mean such a wood as comes under the name of western hemlock and gray fir.

Kindly give us any reference to this and oblige.

HARDWOOD RECORD can find no reference to "gray fir" in any authorities on commercial woods of the United States. It may be that this inquirer is correct in his guess that "gray fir" is western hemlock, as the latter wood has been frequently marketed under other names. EDITOR.

#### B 700-Another Specimen of Philippine Wood

Foronte, Ont., Mar. 16 Editor Herowoon Records: We are sending von a samude or wood and would like to have you tell us what this is, and what it is good for. It is from the Philippine Islands, and is shipped

Thanking you in advance for your court sy in the matter, we are,

The specimen referred to has been received and it is evidently Pagattat Someration pagattat Blee. Family (Sonnerationers).

According to the report of the Philippine Bureau of Forestry, this wood is regarded as being available for piling, poles, general heavy construction and ship, wharf and bridge building, interior finish, flooring, furniture, ties, musical instruments.

The report further says that the wood has an excellent reputation for durability and seems to be insect-proof. The sap wood is grayish or pinkish, not sharply marked off from the dark brown heartwood. It is heavy, hard, salty taste, fine, even grain, and easy to work. It is found in all coastal swamps of the Philippines, but relatively large and abundant only in the southern islands. Besides, the growth is small to medium and of fair length. The reported price two years ago was \$57.50 to \$60 f. o. b. Manila.

Of course it goes without saying that this wood is not walnut, and could by no stretch of the imagination, except in the matter of approximate color, be regarded as walnut.—EDITOR.

#### B 701-Seeks White Hickory and White Ash

New York, N. Y., Mar. 16.—Editor Harowoop Record: I wish to obtain white hierory, also white ash, second-growth, rough edge for bending into shafts. Must be straight-grain and best quality for export. Sizes 1½" to 2½" thick, 4" and up wide, 10' and up long. Can any of your readers advise me where I may obtain such material in carload lots?

Sources of supply for this material have been supplied our New York inquirer. Manufacturers of this stock seeking an opportunity to dispose of some of it will be placed in communication with this prospective customer upon request.—Editor.

#### B 702-Seeks Maple Mangle Rollers

New York, Mar. 12.—Editor Hardwood Recond: Will you kindly give me a list of names of manufacturers of maple mangle rollers for export and obliged.

HARDWOOD RECORD knows of no one who specializes in the production of maple mangle rollers. Think quite likely they are made on special orders.

Anyone getting out these rollers and desirous of communicating with above will be supplied the address upon request.—Editor.

#### B 703-Wants to Purchase Flooring Booklet

New York, N. Y., Mar. 16.—Editor Hardwood Record: We would like to know where we can get a few thousand of the small booklets published as "The King of Flooring."

HARDWOOD RECORD is not familiar with the book in question. If any reader in a position to supply the name of the publisher of it will communicate the information to HARDWOOD RECORD it will appreciate same.—EDITOR.

#### B 704-Veneer Strips for Packing

Henderson, Ky., Mar. 12.—Editor Hardwood Record: We are interested in some veneer strips, 2½" wide, very light that we tie on top of shafts to avoid being marred in shipment. Do you have anything in this line? It so, make us your best price.

HARDWOOD RECORD, of course, does not handle anything of this sort. If any manufacturer who can supply these strips will communicate with this publication, the name of this prospective customer will be supplied him.—EDITOR.

#### B 706-Wants White Hickory and White Ash Second Growth

Syracuse, N. Y., Mar. 20.—Editor Hardwood Record: We have a request for white hickory and white ash second growth, rough edges for making into shafts, straight grain and best quality for export. It is desired in carload lots, 1% inches thick, 4 inches and up wide and 10 feet and up long. If you know where we can get this material I will be very glad if you will furnish us with the names of a number of such concerns.

#### B 705-Has Excellent Mahogany to Offer

Liverpool, England, Mar 20 Editor Hardwood Ricond We are in a position to supply your markets with richly figured African mahogany logs suitable for high class veneer purposes. We have an especially fine richly figured log that has been cut into two pieces as follows: 10½ test long by 48 feet deep, 9½ feet long by 48 feet deep, We are forwarding under separate cover sample taken from this log, and if any of your readers are interested, perhaps you will be kind enough to show them the sample. Upon inquiry will be pleased to submit lowest purious

### Clubs and Associations

#### The Maple Dish Association Organized

The Maple Dish Association, an organization of manufacturers of maple dishes, formerly known as wire-end butter dishes, has just been formed. The sole and only object of the association is to exploit in all legitimate ways the sanitary and other advantages of the maple dish as a container for foods dispensed in retail stores. An extensive advertising campaign was outlined, and the jobber, retailer and consumer of foods tuffs will be informed through direct circularization and appropriate publications of the convenience and safety of maple dishes as desirable over other food containers, in the manufacture of which chemicals are used, and in the handling of which germ contamination is probable.

At a meeting in Chicago, at which the association was formed, were present M. B. Wallace of the Escanaba Manufacturing Company, Escanaba, Mich.; F. M. Longnecker of the Oval Wood Dish Company, Delto, O.; Howard Smith of the Ludington Woodenware Company, Ludington, Mich.; W. C. Hull of the Oval Wood Dish Company, Traverse City, Mich.; Mr. Parish of the Richmond Cedar Works, Richmond, Va., and Riley Sweers of the Oval Wood Dish Company, Delta, O. An organization was perfected, of which Riley Sweers is president, F. M. Longnecker, treasurer, and Sterling Besson, secretary, Offices have been established in Suite 44-55 Produce Exchange, Toledo, O.

Manufacturers of maple dishes believe that their product has much to recommend it to both retailer and consumer, and it was decided to tell the world something about it. Points which will be emphasized in the publicity campaign will be lightness, durability and sanitary features of the maple dish. The old name of wire-end, or butter dish, will be abandoned, and that of maple dish henceforth used. All these dishes are cut from sugar maple timber.

#### Commissary Managers Will Meet

The fifth annual convention of the National Commissary Managers' Association will be held at Hotel Seelbach, Louisville, Ky., Aug. 18-19, 1914. The president of the association is C. C. Jackson of Graysonia, Ark., the secretary Tracy D. Luccock, Chicago, Ill.

#### Defines Income Tax on Logs

Secretary J. E. Rhodes of the National Lumber Manufacturers' Association gives in a recent bulletin an explanation of the application of the income tax to saw logs. The following statement was made to the association by the Commissioner of Internal Revenue in response to questions as to the tax on timber which should be placed on logging operations: "Cost of logging is the money originally paid therefor plus the additional actual expenditure, if any, from the time of purchase to the time of producing logs, not including interest—estimated, simple or compound. The difference between the cost and what the logs sell for is profit or loss. Determination of profit or loss and accounting, therefore, for income purposes, must be ascertained by consideration of facts relevant to tax purposes."

#### Monthly Meeting Philadelphia Exchange

The Lumbermen's Exchange held its monthly meeting, which had been postponed on March 12 President Benjamin Stoker in the chair. President Stoker, who represented the exchange at the convention of Chamber of Commerce of the United States, held in Washington, D. C., February 10, 11, 12 and 13, read a report of the work done there. He was most enthusiastic over the class of men assembled and the great work which was being handled by the organization. Charles P. Maule, treasurer of the exchange, who was a delegate for this body at the National Wholesale Lumber Dealers' convention at Buffalo, gave an interesting report of his trip and experiences there. The Long Bell Lumber Company, which has opened a Philadelphia office, and F. W. Aszmann of this city were elected members of the exchange.

The special feature of this meeting was the discussion of the question, "How Can the Lumbermen's Exchange of the City of Philadelphia Best Serve the Lumber Interests of Philadelphia and Vicinity." The subject was ably handled by Thomas B. Hammer on the wholesalers' side and Charles M. Chesnut on that of the retailers. The discussion was a lively and interesting one, and it is believed that the opportunity afforded the members of the exchange to express their views on vital maters of this kind, will surely result in a better understanding among the various lumber handlers as to the advantages of association work and the get-together

spirit for consertation of the programmer and not all the post of the meetit, was devoted to postate

On March 10 all of the property of the experts who have railroad opinion regarding the intention of the railroads to place a tax of \$2 on every car that runs in on the sidings. Horace A. Reeves, Jr., chairman of the railroad and transportation committee of the exchange, presided. a committee of eight was appointed to go to Washington on the following day to urge before the Interstate Commerce Commission their protest against this unjust tax. Edward F. Henson of E. F. Henson & Co. was selected to act as speaker for the committee.

#### With the Nashville Lumbermen's Club

On Tuesday, March 10, the following new officers were elected to the

Willis Farris and Morford Whitson.

Paramount above the annual election of officers at the meeting was the information filed by Secretary Ewing to the effect that the Louisville & Nashville Railroad would in all probability at an early date permit the substitution of "hardwoods in" for "hardwoods out" in the milling-intransit arrangement. Since the date of the meeting that provision has gone through.

The Nashville club has contended for this relief for more than six months, and the accouncement of the intention of the Louisville & Nashville Railroad to supply new tariff on lumber offering the desired relief was received with much gratification.

In the milling-in-transit decision affecting shipments of grain, shippers have not been required to preserve its identity on outbound shipments Lumbermen have contended for this same privilege. Under the old arrangement it is necessary to ship oak outbound for oak inbound, and ash outbound for ash inbound, it being impossible to substitute one for another

#### Memphis Club Holds Semi-Monthly Meeting

The Lumbermen's Club of Memphis held its regular semi-monthly meeting on March 21 at the Hotel Gayoso, with fifty-nine members and guests present. J. D. Allen, Jr., was in the chair and the usual luncheon

Although the club did not take definite action regarding the ordinance which has been introduced here providing for the elimination of wooden shingles as a house covering in the residence districts, there will be positive action at the meeting two weeks hence. The club is distinctly opposed to the general principles of substitution which is involved in this ordinance and, as one member declared, if this were allowed to pass by default there is no telling where the next move will be made by those who are responsible for the substitution propaganda. that there are few members of the club who would be directly affected by the substitution provided for in this instance, but there were a number of talks made, the burden of which was that a distinctly lumberman's organization should speak in no uncertain tone regarding this principle The information and statistics committees have been asked to gather all the data obtainable and when they make their reports the club will make position known in no uncertain way

Technicalities in present fire insurance policies also came in for much discussion in connection with the request of R. J. Lockwood, general manager of the Memphis Hardwood Flooring Company, that he be allowed to write a letter to lumbermen throughout the United States, on the stationery of the club, calling attention to the failure of the New York Lumber Underwriters to pay the Rife & Stutzman claim which originated several years ago on an alleged violation of the clear space clause. said that Judge John E. McCall, of the federal court for the western district of Tennessee, had excluded certain very important testimony and that the case was to come up for trial in the United States Supreme Court. The club took the position that Mr. Lockwood would have to draw up this letter and submit it to the law and insurance committee of the club in order that there might be nothing said therein that would in any way lay the organization liable for damages. S. M. Nickey, chairman of this committee, pointed out that there were so many technicalities in fire insurance policies written nowadays that the club ought to take some action that would influence the fire insurance companies to write such policies that the average business man could understand the provisions thereof without the aid of a lawyer. He further said that there were so many technicalities now that some insurance companies could, by hiding behind certain clauses and provisions, vitiate the fundamental purpose for which these policies were issued, namely, protection. There will be something done in connection with this subject within the next two or four weeks, following the submission of a draft of his letter to be furnished by Mr. Lockwood.

F. E. Stonebraker, chairman of the special committee having in charge the finishing and furnishing of the rooms in the Business Men's Club to be occupied by the Lumbermen's Club, thanked the members of the latter for furnishing the necessary material to enable the committee to flush the rooms in panels made of practically all the hardwoods produced in

C. D. Hendrickson, chairman of the river and rail committee, read a letter from Joe Hattendorf, general freight agent of the southern lines of the Illinois Central system, stating that facilities had been completed at Memphis for the payment here of all refunds on log shipments and also the payment of all over-rate claims. The letter further stated that all that was necessary, in order to secure payment here, was the presentation of the proper documentary evidence to establish the justice of the claims in question. The letter was turned over to the secretary to be

A letter was read from the National Rivers and Harbors Congress asking the club to state its position regarding the proposed repeal of the exemption from Panama Canal tolls in case of vessels engaged in coastwise trade. The subject was referred to the information committee.

George T. Kendal of Hughart & Kendal, Grand Rapids, Mich., was which will be voted on at the next regular meeting.

Following the regular meeting two weeks ago, the directors convened position of the expenses incident to complimentary tickets at the recent tango party given by the club at the Hotel Chisca.

#### North Carolina Forestry Meeting

The fourth annual convention of the North Carolina Forestry Association will be held at Asheville on Wednesday and Thursday, April 8 and

The Appalachian Park Association will meet with the forestry asso ciation, thereby greatly increasing the interest of the gathering. sides the morning and evening sessions of the convention, a trip will be made to the forest plantations of the Biltmore estate on Wednesday afternoon, and the next day the delegates are invited to visit the spruce forests on Mt. Mitchell over the logging railroad of Messrs. Perley and

Governor Craig will be present and address the convention. Among the other speakers who are expected are H. S. Graves, United States Forester; H. S. Ridsdale, secretary of the American Forestry Association; Mrs. T. W. Lingle, chairman department of civics, North Carolina Federation of Women's Clubs, and W. B. Townsend, the well-known lumberman and conservationist of east Tennessee.

Special rates on all railroads are being arranged for, and the local

#### Chicago Association Will Hold Regular Meeting

A meeting of the Lumbermen's Association of Chicago is called to convene in the Red Room of the Hot I La Salle, March 27, at 12 30 p. m. sharp. Luncheon will be served.

Subjects which will come up before the meeting are: Report of traffic committee; report of committee on fire limit extension, report of entertainment committee and other matters for the good of the members. The meeting will be strictly a business gathering, and it is hoped by the officers that there will be a good attendance.

#### Annual Election Chicago Club

On Monday sveniar, March 16, the Lumb rmon's Class of Chicago held its annual meeting at its club-rooms in the Great Northern Hotel building, for the purpose of electing officers for the ensuing year, and for a discussion of the various questions that directly affect the local club and association work. As a result of the election, the following officers were chosen for the coming year:

PRESIDENT—A. C. Quixley, Quixley & Bulgrin Lumber Company. VICE-PRESIDENT—Charles Westcott, Hayden & Westcott Lumber Com-

pany.

TREASURER—H. D. Welsh, E. A. Thornton Lumber Company.

SIGHERALIN GOODS C. KRIES.

TRESTEES FOR THREE YEARS—John Claney, H. B. Darlington and F. R.

THE STEELS FOR ONL VIVE S. C. Bennett and A. H. Ruth.

The meeting and elaborate dinner which was served were attended

by more than 200 lumbermen and guests.

Among the questions which came up for discussion at the business session following the dinner, was the suggestion propounded by Rettring-President F. R. Gadd, to the effect that the Lumbermen's Club be amaigamated with the Lumbermen's Association of Chicago, when the two organizations are housed in the new Lumbermen's building that will be

Mr. Gadd's suggestion proposed the formation of an organization of vast power that would have both social and business features. It was well received by the members, and President Quixley on taking the chair

The question of substitutes of wood also came into discussion and a sentiment seemed to be prevalent that the uses of substitutes did not augur ill for the lumber trade but rather tended to increase the de-mand for the products of the forest. The truth of this contention how-

At the conclusion of the banquet, E. A. Thornton, in behalf of the Lumbermen's Club, presented Retiring President Gadd with a handsome gold watch as a token of esteem of the members and their appreciation of his excellent handling of the affairs of the club. Mr. Gadd thanked the members through Mr. Thornton, suitably. Other tentures of the business session were reports of Treasurer S C Bennett which showed the finances of the club in excellent condition, and of coage C King, sertenia.

wild of George C. King, serretary. Wilman A. Gazer charman of the entertainment committee, was the responsible of a posial vote of thanks tendered by the members for his most enthusiastic and efficient work as the head of that important committee.

Following his election to the office of president, A. C. Quixley was escorted to the chair by the committee appointed by Mr. Gadd. He expressed himself as duly appreciative of the honor bestowed upon him, and mixed those present to assist in the work of obtaining new members.

### With the Trade

#### A Correction

Just previous to the last issue of Harawoon Record there was neceived in this office notice from the Atlantic Lumber Company, Boston, the working of which give the distinct impression that that company had noved its headquarters to Toronto, Ont.

Word has been received from the company that the notice run to that elect was incorrect, and simply lead to do with the removal of the Toronto effect from one building to another.

#### New Manistique Plant Ready for Operation

As announced previously in Hardwood Ricord a site to: the new Manistique Hardle Manufacturing Company plant has been purchased by the Manistique Commercial Club, and operations will begin as soon as machinery, can be placed.

The company will start operations in the building formerly owned by the Consolidated Furniture Company. The Commercial club put up \$1,000 for its use, this being the second appropriation since the first of

The new Williams Flooring Company will start breaking ground for its new plant at Manistique about April 1.

#### I. F. Balsley Moves to Philadelphia

I. F. Balsley, a veteran hardwood man of Pittsburgh, Pa., has gone to Philadelphia, Pa., where he will handle the stocks of the Craig County Lumbert Corporation, whose mills are at Waiteville, W. Va., and shipping point at Ray, W. Va. Mr. Balsley is perhaps as well known as any wholesale hardwood man in the state. He was for many years with the oid Mead & Speer Lumber Company, later for five years with the Willson Brothers Lumber Company, then manager of the Palmer & Semans Lumber Company and for the past two years an independent hardwood wholesaler.

#### Indianapolis Concern Expands

The American Timber Products Company of Indianapolis was recently incorporated with a capital stock of \$50,000. This concern has been operating as an unincorporated company for some little time, O. M. Pruitt being president. The concern started out to handle veneer logs and flitches for veneer companies, but gradually enlarged its business so that it eventually was handling an extensive line of high-grade veneers to consuming trade. The incorporation was for the purpose of giving it an operation of its own and further enlarging its scope.

Shortly after the incorporation the company purchased the Murdock mill at Indianapolis, which is a veneer mill that was constructed a short time ago but never run on account of the death of its owner. The mill is well arranged and is equipped at present with two saws. The American Timber Products Company is planning to add another saw and probably a slicer and band saw within the year. As it is now operating it has a first-class contract for flitches and for slicing. This company is catering only to high-class trade and hence its stock is in every particular all that could be expected or desired. Mr. Pruitt states that the company will continue to handle veneer flitches and veneer logs.

Provision has been made in the incorporation whereby the capital stock can be increased as the extent of the company's operations are increased.

#### Baldwin Locomotive Works Active

The Baldwin Locomotive Works closed a contract with the Illinois Central railroad recently for the construction of fifty locomotives of the heavy Mikado type. They also received orders for one ten-wheel locomotive from the Arkansas Lumber Company; one "2-6-2" type for the J. R. Buckwalter Lumber Company, Union, Mass.; six ten-wheelers for the Georgia Southern and Florida railway; one Mikado type for the Mason County Logging Company of Bordeaux, Wash.; one four-coupled engine for the city of Newark, N. J., and one "2-6-2" type for the John L. Roper Lumber Company, Norfolk, Va.

#### Fire Destroys Plant of Jerome H. Sheip

A disastrous fire visited the cigar box lumber plant of Jerome II. Sheip, Incorporated, at Choctah Point, Mobile, Ala., on March 5, at 2 o'clock in the morning, creating a loss of from \$100,000 to \$110,000. The fire started in the dryer, where men are employed all night, but nothing definite can be learned as to the origin. The destruction of the entire plant was rapid, but the Mobile fire department fortunately succeeded in confining

the fire to the manufacturing section, thereby saving some 480 stacks of dried lumber cut to the thickness of a cigar box top, and which in its dry state would have been an easy prey to the flames and a heavy addition to the loss. In addition to the destruction of the mill proper, the veneer cutting mill was burned to the ground, including the ruination of one of the only two cedar veneer cutting machines in that section of the country. The cutting machine, which is an entire loss, had an eighteenfoot, razor-blade knife, and cost \$18,000. Other special heavy losses include a new additional engine put in a year ago at a cost of about \$25,000, and a new dryer, put in a little later. Jerome H. Sheip, president of the concern, who had spent a week at the plant, left for Philadelphia the night before the fire. He did not hear of the accident and its ravages until he reached this city. Mr. Sheip deplores the disastrous interruption of the business at this time, as they have been fairly busy right along. The loss has been fairly covered by insurance, and the rebuilding of the plant will begin as early as possible.

#### Colorado Firms Buys New Mexico Timber

The Hallack and Howard Lumber Company of Denxer, Col., has just bought 117,000,000 board feet of timber on the Carson national forest, New Mexico. The timber is purchased under competitive bids at a stumpage rate of two dollars a thousand and the species to be cut include yellow pine and Douglas fir.

The timber is located at the headwaters of Vallecitos creek and in order to successfully log the area the company is planning to establish a large mill near the Schomburg holdings and has already started the survey for a railroad from Caliente Siding on the Denver & Rio Grande Railway. The contract provides for a cutting period extending over ten years. Actual lumbering will commence July 1, 1915.

In addition to the 117,000,000 feet purchased from the government, the company has also secured 30,000,000 feet of privately owned timber in the same neighborhood and will cut this in connection with that from the government holdings.

Forest officers say that the Carson forest will be greatly benefited by this sale. It will take the large mature timber which will be cut into lumber and railway ties. Furthermore, they think that it will mean a great deal for that part of northern New Mexico, which is susceptible of considerable development, this new timber activity being one of the largest industrial undertakings in that locality within the past decade.

#### Changes to Cincinnati Concern

Clyde E. Jones, formerly with the Lamb-Fish Lumber Company, Charleston, Miss., announces that he recently took a position with the Korn-Conking Company, Cincinnati, O., and will travel in Illinois, Iowa, Michigan, Minnesota, Wisconsin and Indiana. Mr. Jones has called on the trade from the Missouri river east to New York City, and is thoroughly acquainted with the majority of consumers.

He will make his headquarters in Chicago at his residence, 4351 Kenmore avenue.

#### Chair Company to Enlarge

In the fall of 1912 the Charlotte Chair Company, Charlotte, N. C., was organized for the manufacture of dining chairs. The company took over the Potter factory and after installing modern machinery has been operating there ever since, starting with a force of about twenty-five men, and ultimately employing over fifty.

The plant has a capacity of 150 chairs a day and inasmuch as it has been running behind in orders for some little time, the officers recently decided to effect a reorganization which was done about the middle of February. New capital was taken in and it is now the intention of the company to enlarge the plant permitting of an output of 250 chairs daily.

#### Chair Company Will Erect New Factory

Following the increase in capital from \$25,000 to \$100,000, which was effected for the purpose of supplying funds, the John D. Raab Chair Company of Grand Rapids, Mich., is to erect a new factory building at Monroe avenue and Mason street, that city. The structure is to be 200x220, four stories high.

With the completion of the new home, the company will no longer be forced to seek exposition quarters outside the plant. Work will be commenced in the near future.

#### Michigan Furniture Company to Erect Building

The Michigan Furniture Company, one of the largest concerns of its kind in Michigan, is arranging to creet a seven-story building in Spring-field. O. Arrangements have been made by E. D. Kahn and the structure will be erected at the corner of Main and Limestone streets. The building will be used for business purposes.

#### Knoxville Veneer Company Expands

The first of the year the Knoxville Veneer Company of Knoxville, Tenn., increased its capital stock to \$100,000. This increase was necessitated by the company's rapidly expanding business and several innovations in the way of utilizing waste, also the necessity for the improvement and enlargement of its plant. P. B. Raymond, president of the company, states that on Saturday, March 14, ground was broken for a new warehouse which will be erected in connection with the plant's factory and which will be of two-story brick construction 24 feet high and 80x140 feet on the ground.

The Knesser, Vene 1 Company reserves instrained a on other sawmal in contrastitute with it plant but a way, it below. One neal can turn out fitted the two contrastitutions. The company has a very extensive lot of  $\{\theta_{22}\}_{22}$  or  $\{\phi_{13}\}_{33}$  and which  $\{\phi_{13}\}_{33}$  is the variable of  $\{\phi_{13}\}_{33}$  in the virial of  $\{\phi_{13}\}_{33}$  in the variable of  $\{\phi_$ 

#### Robert Stimson Locates at Memphis

Roo et Sti son on of J A Sti, son o Hinting Fig. Ind., ast week boatst at M. plas where he will to charge of the new corporation formed to operate the C. L. Willey veneer and lumber plant. Mr. Stimson expects to put the veneer mill in shape to run immediately and will begin to produce rotary veneers for the market. Mr. Stimson will have full charge of the new Stimson operations at Memphis. The plant is to be one of the best sawmill plants located in the South.

#### Death of L. T. Spragins

L. T. Spragues of the firm of T. I. Spragues & Soi. Bed. Wiss, was killed about a week ago at the company's operations, death being caused by a log rolling on him from a car.

Mr. Spragins was born in 1876 and had been connected actively with imber operations with his father for a number of years. From 1899 to 1902 Mr. Spragins and his father were located at Demopolis, Ala. In 1963 they removed to Carrollton, Ala., remaining there for two years. He later was connected with his father in operating mills in Wilkinson county, Mississippi, and later in Adams county, Mississippi, the last mill being at Bude, the operations now being maintained by T. J. Spragins & Son.

The accident occurred on Friday morning, March 13, and the funeral was held at Port Gibson, Miss., on Sunday, March 15.

#### John H. Murray Dies at Eureka Springs, Ark.

John H. Murray, one of the best sawmill men in the country, died at Eureka Springs, March 6, of kidney trouble. Mr. Murray had been in poor health for over a year and lead gone to Eureka Springs in the hope that his health might be improved.

Mr. Murray was born at McConnellsville, O., on August 3, 1841. He was engaged in the sawmill business in Indiana for over forty-five years cutting walnut, and it is stated that during that time he cut the first carload of quartered oak ever produced. He moved from Indiana to Obion, Tenn., and from Obion went to Murray, Ark., where he was engaged extensively in the manufacture of walnut and cherry, his mill being located fifty miles from the railroad. He removed to Galard City, Ark., where he had been located for over ten years up to the time of his death. Uncle Joe, as he was familiarly known to his friends, spent much of his leisure time in hunting, being an excellent shot in spite of his having only one arm.

Mr. Murray is survived by one son, a daughter and a brother. The remains will be taken to Indiana for burial. The funeral took place on March, 10.

#### Will Operate Mill in Wisconsin

The Vetter Manufacturing Company of Wausau, Wis., has purchased upwards of 1,600 acres of timberland, a forty-acre mill site and sawmill, all located in Marathon county, Wis. These deals have been pending for about three months.

The timberland is located near the town of Knowlton and contains approximately 10,000,000 feet of hardwood and hemlock timber. It is compact and readily accessible for logging operations. The sawmill is on the banks of the Eau Claire river, about nine miles east of Knowlton station.

The sawmill of the Johnson Creek Lumber Company near Knowlton has been purchased and is being moved into this site. The mill has a daily events of 40,000 to 50,000 per.

#### Canadian Linderman Company in Progressive Enterprise

Harronous Ricogn was recently in reacipt of a communication from F. C. Cheston, general manager of the Canadian Linderman Company, Ltd., Woodstock, Ontario. Mr. Cheston's letter was inspired by a short item appearing in a recent issue of Harbwood Ricogn, in which an endeavor was made to treat humorously a suggestion appearing in a country daily to the effect that a wonderful edger which had come under the observation of one of the reporters of that paper turned out 24-inch lumber from any old kind of stock that went in. Of course this edger was simply an ordinary edger and the construction of the sentence left grave room for doubt as to the ability of the machine to perform the work referred to.

Mr. Cheston, however, raises the question that this work is actually being done, although the total width is gotten by adding on other pieces. Mr. Cheston says that he has had the proposition up with Canadian manufacturers for several years, and has finally convinced the large, progressive companies of the Dominion that there is a large saving in the process.

In the Canadian northwest, east of the Rocky mountains, according to Mr. Cheston, there are vast quantities of spruce, most of it being small timber which yields from twenty-five to forty per cent of 3-linch or 4-linch narrow widths. The best of this is used for flooring and other similar purposes, but the common grades sell for what can be realized for them, prices ranging usually from \$7.50 to \$9 a thousand. Mr. Cheston says that his suggestion was that these companies leave the narrow widths to air-dre for minety days, after which they can be run through a

Linderman machine and two 4-inch strips run together, making a board of any length up to 16 feet that will be  $73_1$  inches wide. This board can be put through a matcher and converted into shiplap, which brings from \$14 to \$16 per thousand at the mill.

Mr. Cheston also suggests that No. 3 grades of lumber on the prairie increase rapidly in price, according to width, there being a variation of \$5 between 4-inch and 6-inch No. 3 grades, and 10-inch and 12-inch No. 3

The plun also includes the making of all lumber of equal lengths, which is proving to be practical and economical. For instance, 3-inch strips 16 feet long are joined to one or more pleces of any length whose combined length equals 16 feet. There is then joined to this piece two or more lengths whose combined length makes 16 feet. On the outside of this composite board a binding strip 2, 3 or more inches wide is joined through the Linderman machine. Such a composite board as this can be used for sub-flooring, partition work, sheathing and similar work being very well adapted for those uses. This operation can be per formed at a cost of not exceeding one dollar per thousand feet.

As proof of its faith in the proposition, the Linderman company recently ran several thousand feet of 4-foot spruce through a matcher, and then used it to cover the outside of a number of its buildings. When painted, it was impossible to discover any openings between the boards at the Joints.

#### Ohio Furniture Company Purchases New Machinery

The officers of the Anglaize Furniture Company of New Bremen, O., last week completed the purchase of new machinery for the factory which that company is erecting. The question of individual motor-drives is also being considered and it is anticipated that these purchases will also be consummated in the near future.

The work of erecting the plant is about completed, the carpenters now being busy with the interior finishing. It is expected that by the time the machinery arrives, concrete floors will be ready for installation and that the operation of the shops will be started in the early spring.

#### Prominent Boston Lumberman Dies

Willis C. Bates, prominent figure in New England lumber circles, died suddenly on Wenday, Warch 2. His doubt come as a great shock to a large number of those in the trade as he was in his usual good health up to an hour or two of his death.

Mr. Bates was born in Coventry, R. I., in 1858. He was engaged in the lumber business in Coventry for some time, but came to Boston a quarter of a century ago, and was associated with J. & A. Hurd & Co. Later he became manager of a branch of Shepard, Farmer & Co., until he organized Willis C. Bates & Co. about ten years ago. He has been treasurer and manager of that concern since commencing the business.

Mr. Bates was a thirty-second degree Mason, an Odd Fellow, a member of the Ancient and Honorable Artillery Company of Boston, and a member of several clubs. He was widely known in a business way and tail a bost of trends.

The funeral was held Thursday afternoon at his late residence, 35 High street, Canton, Mass.

### Pertinent Information

#### Eight Large Redwood Logs

Elight logs were recently cut from a redwood tree in Humboldt county, California, the largest measuring twolve feet and the smallest nine inside the bark. Their aggregate length was 174 feet. The smallest scaled 12,042 feet, the largest 17,778. The total measurement of the tree was 126,976 board feet. This may not be the largest output for a single tree, but no record exceeding it seems to be at hand.

#### A Mammoth Michigan Elm

What was probably the largest tree in southern Michigan was cut recently on the Daniel Cullinane farm in Silver Creek township, near the Cullinane schoolhouse. This monster was an elm and furnished seven logs, the butt log being the shortest and scaling 1,400 feet. The rest of the tree was large enough to bring the total measurement up to nearly 7,000 feet, a record which has not been made during the past fifty years in Cass county. But one log at a time could be hauled, owing to its size, and one team could not handle the first one. It is not known how old the tree was, but it is estimated to have been at least 200 years old, if not older.

#### Hearing on Rates from Batesville to Points North and East

There was a hearing at Memphis Saturday, March 14, in the case of the Southern Hardwood Traffic Bureau, on behalf of R. J. Darnell, Inc., against the Illinois Central Rallroad and forty-two other carriers, involving rates on hardwood lumber from Batesville, Miss., the location of the big double band mill of R. J. Darnell, Inc., to points in the North and East. The plaintiff was represented by J. R. Walker, attorney of the Southern Hardwood Traffic Bureau, with headquarters at Washington; J. H. Townshend, general manager of the bureau, with headquarters at Memphis, and Elliott Lang, traffic manager for the firm in whose behalf the suit was brought. E. K. Byyan, assistant general freight agent of

the Lancis Central; Joseph Hattendorf, general freight agent of the southern lines of the Illinois Central System, and C. B. Drayton of Washington appeared for the detendant roads. The hearing was before J. T. Illines, special examiner for the Interstate Commerce Commission.

The principal contention of the plaintiff was that the rates from Batestiller are materially higher than those from Sardis, nine miles in the form orth. The present rates from the latter point to northern and eastern destinations are three cents over the Memphis rate on all hardwoods, while the rates from Batesville are three cents higher on cottonwood and gum and six cents higher than the Memphis rate on all other hardwoods. It was pointed out that, while a manufacturer at Sardis and Batesville are on the same basis with respect to cottonwood and gum, there is a differential of three cents per hundred pounds on all other hardwoods in favor of the former as against the latter. This means a difference of \$1.50 per thousand on oak, ash, hickory and other hardwoods, excepting cottonwood and gum, while the difference in point of distance is only nine miles. This is alleged to be undue discrimination.

The principal argument advanced by the representatives of the defendant roads was that Sardis, which is fifty-two miles south of Memphis, lies within one of the so-called 50-mile zones, and that the commission has itself gone on record against disturbing these zones unless there is extreme reason therefor. The railroads also pointed out, through their counsel and witnesses, the fact that a rate of three cents had been made on gum and cottonwood from Batesville because the market for these items was slow and needed a stimulus, while the other hardwoods did not need such treatment.

The bureau is seeking a rate of three cents over the Memphis rates on all hardwoods, the same as now enjoyed by Sardis, nine miles turther north. No decision will be made until the testimony adduced at this hearing has been laid before the entire commission. The defendant roads offered a compromise of four cents above the Memphis rate before the hearing was held, but this was refused.

J. H. Townshend, general manager for the bureau, is in receipt of information to the effect that within the next two or three weeks the carriers will issue new tariffs providing for an over-lumber rate on spokes, flooring, handles, tight cooperage material and other products made from hardwood lumber. This is to be done in accordance with a suggestion from the Interstate Commerce Commission, which was made in connection with the case of the Eastern Wheel Manufacturers' Associations vs. the Alabama & Vicksburg and other carriers. These products have here-tofore taken the same rates as lumber, but the new tariffs will, according to information received here, establish an arbitrary rate somewhat above current rates on hardwood lumber for everything manufactured therefrom. Memphis is a large manufacturer of hardwood products and the bureau will take this matter up as soon as further definite information has been received as to the rates to be promulgated by the roads in question.

George D. Burgess, president of the Southern Hardwood Traffic Bureau, left Memphis Tuesday evening for Chicago. He will go thence to Washington, where he will confer with J. R. Walker, attorney for the bureau, in connection with the efforts being made by the latter to secure a rate of eleven cents from Memphis to New Orleans on all hardwood lumber. This matter is to be fought out before the commission by means of an intervening petition when the case of the Beligrade Lumber Company et al. vs. the Illinois Central and Yazoo & Mississippi Valley roads, involving rates of eleven and ten cents, respectively, on hardwood lumber shipments from points in Mississippi above and below the main line of the Southern Railway to New Orleans.

#### Important Arkansas Rate Questions

On March 12 a hearing was held in the United States district court before Special Master Judge J. G. Wallace on the exceptions filed by the railroads to claims for overcharges filed by lumber and stave mills on shipments made under the rough material rates during the pendency of the Arkansas rate case. According to the custom, the stave mills entered into a contract with the railroads whereby, in consideration of the reduced rates, the mills agreed to reship a certain percentage of the manufactured products over the road which brought in the rough material. The rough material for the most part was hauled from Arkansas points to the mills, which are also located in Arkansas, and, generally speaking, the finished products were shipped to foreign states. The railroads contended in the hearing that, inasmuch as the finished products were shipped to foreign states, the whole shipment, from the point of origin in the forest to the mill and from the mill to the foreign state were interstate shipments, and therefore not subject to claims for refund by reason of the freight charges made in excess of the rates provided by Standard Freight Distance Tariff No. 3, promulgated by the Arkansas Railroad Commission in 1908. The manufacturers, on the other hand, contended that they bought the rough material outright and shipped it into their mills, where it stayed on the average of from three to nine months; that during that time it was their property absolutely, on which they paid state taxes; that at the time the rough material came in they did not know where the finished products therefrom would be sold; that the fact that they did sell the majority of it in foreign markets did not make the entire transaction a matter of interstate commerce.

The principal manufacturing concerns affected by the hearing were the Hub Manufacturing Company of Jonesboro, the National Cooperage & Woodenware Company of Clarendon, J. F. Hastey & Son, Paragould; W.

W. Wilson Stave Company of Little Rock; Henry Wrape & Co., Paragould; Arkadelphia Milling Company, Arkadelphia & Pritchard Lumber Company, Little Rock.

At the conclusion of the hearing Special Master Wallace took the case under advisement and no decision has yet been announced.

The St. Louis, Iron Mountain & Southern Railway Company has filed sult in the Pulski Chancery Court against the W. W. Wilson Stave Company and its successor, the W. W. Wilson & Wrape Stave Company, asking an accounting and a judgment for the recovery of a balance said to be due as freight charges on shipments of rough material to the company's plant in Argenta during the past three years.

The plaintiff alleges that the stave company, in consideration of reduced freight rates on inbound shipments of rough material, agreed to ship out each year over the plaintiff's road manufactured products in an amount not less than thirty per cent in weight of the total tonange of inbound rough material during that year. It alleges that there was a written contract to that effect and that a regularly established freight rate was made. It further alleges that the stave company falled to ship out over the plaintiff's road the required thirty per cent on about 18,000,000 pounds of rough material shipped in during the past three years. The plaintiff company alleges that it is therefore entitled to make a full charge, based on the local freight rate, on all the foregoing tonange in lieu of the rate which was charged. The difference between the reduced rate and the legal local rate is alleged to be \$6,368.93, which amount is asked in judgment by the railroad company.

The Chicago, Rock Island & Pacific Railway Company has recently made a proposition to compromise the claims for refund on overcharges against that road arising out of the excess freight and passenger rates charged during the past five years over those as fixed by the railroad commission in 1908. Under the terms offered by the railroad said company is to pay into the court the sum of \$30,000, which is to be used in paying a pro-rated amount of all claims filed for refund of overcharges made in passenger fares during the above mentioned period. It also offers to pay into the court the sum of \$100,000, to be used in the same manner for liquidating the claims filed against said company for the refund of excess freight charges made during the above named period.

This proposition has been endorsed by the three members of the Arkansas Railroad Commission, by Artorney General W. L. Moose, by Special Counsel Judge Jos. M. Hill and by Governor George W. Hays. This proposition of compromise will be submitted to Judge Jacob Trieber of the United States District Court at this place, and all claimants will be given an opportunity to be heard as to whether or not they desire to accept the proposition as made or continue the litigation. Judge Hill, who has conducted these cases for the state since 1908, is of the opinion that this is a fair settlement in that it insures the continuation of the two-cent passenger fare rate and the rate as fixed by the Arkansas Railroad Commission in what is known as Standard Freight Distance Tairiff No. 3. He thinks that the shippers and consignees will realize from thirty to fifty per cent of their claims for freight overcharges, and that the passenger refund will be paid practically in full, as the amounts which will be proved will be less than the actual amounts of overcharges made by the railroads.

#### A Forestry Law for Virginia

A forestry law, the first that Virginia has ever had, was passed by the Virginia Assembly on Friday, March 13, after a campaign waged for several weeks by the American Forestry Association, it being an important part of the association's work to secure the passage of forestry laws in the various states. The association sent its representatives into the state several weeks ago and in talks with prominent residents and by articles in the newspapers presented to the citizens the needs of the state for proper forestry management of its timberlands and its waste lands unsuited for agricultural purposes. The state's forest products are estimated as being worth \$30,000,000 annually, and its forested area is 15,000,000 acres. Forest fires have caused a loss of about \$350,000 annually for several years. The state ranks sixth in lumber production, but despite this previous efforts to secure the passage of a forestry bill were failures, owing to the general apathy of the citizens and the members of the legislature.

The sentiment aroused by the American Forestry Association, however, was so strong that citizens from every part of the state urged consideration of a forestry bill introduced in the Senate by Senator R. S. Blackburn Smith, and following addresses before committees of the Senate and House by S. B. Detwiler, an expert forester representing the American Forestry Association, J. Girvin Peters of the Forest Service and others, the bill passed the Senate unanimously and the House by a vote of S6 to 3. Governor Stuart heartily commended the bill and signed it.

The bill places the forestry work under the direction of the State Geological Commission (composed of the governor, the president of the University of Virginia, the president of the Virginia Polytechnic Institute, the president of the Virginia Military Institute and one citizen from the state at large). Until 1916 the bill provides that the expenses incurred in the organization and operation of the forestry department are to be paid out of the budget of the University of Virginia.

The other provisions of the bill are very similar to those in the law now in successful operation in Kentucky. The principal powers conferred on the forestry commission by the bill are as follows:

1. The appointment of a technically trained man as state forester.
2. The commission has the power to purchase lands suitable for forest

reserves at a price not exceeding 810 per acre. It may establish a lorest nursery and distribute seeds and scedlings to officens under proper regulations. It also has the power to sell the dead mature or large growth of trees on the forest exervations and also the immeral rights.

The commission is empowered to corrive on investigations in forest at the forest test to take noissures to present the destruction of forests by the forest to the forest self-problem of the self-problem of t

#### Wood Imports and Exports

The Bessell of Foreign and Domestic Commeto, has published export and import haures on lamber for January, of this year, and comparisons with similar data from January of last year. Summarles of these statistics

IMPORTS	
Januar   1997	1914 387 8 24,772 368 52,106 990 259,606 98,568 170 40,489 440,707 740,333
Latt's         75.           Shingles         67.           All other lumber         38.           Wood pulp         1,269.	99,845 670 6,864
Total imports	655 83,839,796

EXPORTS The value of the exports for the two periods are shown below.

	January,	January.
	1913.	1914.
Round logs, hi kory	8 18,620	8 60,696
Oak	10,710	6,493
Walnut	56,693	48,751
All other		245.870
**** **** ** **************************		=30,510
Total round timber	8 405 000	0 001 710
Hewed timber		\$ 361,710
Come dimber		39,888
Sawed timber		436,923
Lumber, cypress		24,933
Douglas ur		7.46,693
Red gum	. 157,772	157,063
Oak	. 1,031,374	909,421
White pine	. 115,011	95,885
Longleaf pine	. 1,726,728	1.420,538
Shortbeat pine	70,248	17,347
All other pine	. 427,305	166,127
Yellow poplar	. 168,799	148,332
Redwood (six months in 1913)	41.149	
Spruce		$\begin{array}{c} 167,026 \\ 47.392 \end{array}$
All other lumber	450 770	
An other fulliber	. 450,778	425,372
Total sawad lumbon	01 770 040	04 000 100
Total sawed lumber	. \$4,110,049	\$4,326,129
Joists and scantlings	. 29,103	12,911
Railroad ties	. 172,786	146,657
Shingles	20,627	2.716
Box shooks	131,870	155,576
Barrel shooks	. 238,258	101,261
Staves		396,450
Heading	9,700	16.479
All other cooperage	. 214,720	203,660
Doors, sash and blinds	102,880	72,806
Furniture		463,665
Empty barrels	35,593	52,265
Incubators	21,516	19.747
Trimmings		36.079
Woodenware	47 500	
Woodenware	47,569	20,592
Wood pulp		37,175
All other manufactures of wood	628,371	597,855
Total exports	89 477 430	87 516 912

#### New Indiana Housing Law

The Indiana legislature recently passed a new law, known as the "housing law" because it prescribed certain rules which builders must observe in order to lessen fire risks. Among its provisions are the following

All tenement houses more than three stories high must be of fireproof construction.

The law defines a fireproof tenement house as "one the walls of which are constructed of brick, stone, cement, iron or other bard, incombustible material, and in which there are no wood beams or lintels; and in which the floors, roofs, stair halls and public halls are built entirely of brick, stone, cement, iron or other hard incombustible material; in which no woodwork or other inflammable material is used in any of the partitions, furrings or ceilings.

"This definition," the law states, "shall not be construed as prohibiting elsewhere in the stair-halls or entrance-halls, the use of floorings on top of wooden sleepers; nor as prohibiting wooden handrails or treads of hardwood not less than two inches thick, nor doors or wooden lath in partitions.

The law definitely states that no closet of any kind, except one of fireproof construction, may be placed under a stairway leading from the first floor to an upper story. Such space must be left entirely open.

The envolvement of the law rests with the building inspector of each city, in case his office exists. If not, the local board of health is responsible for seeing that property owners conform to its requirements. In case the board of health cannot enforce the law, the city mayor is held responsible. The fire marshal is urging local officials everywhere, to take particular pains to see that the law is enforced.

#### Clyde Stump-Puller Bought for Siberia

The Russian government, through William P. Anderson, agricultural commissioner for America, has purchased a stump pulling and piling machine to be used in reclaiming land along the Amoor river in Siberia. The machine pulls, skids and piles all stumps, leaving the ground entirely clear and ready for immediate cultivation

Mr. Anderson declares that the agricultural future of Siberia is almost beyond imagination; the country contains no less than one-sixth of the total farm land of the world, the greater part of which remains uncleared. He compared the climate along the Amoor to that found in western Canada and announced that the Russian government has undertaken the work of clearing thousands of acres to be given to industrious Russians, with a view to settling the country with prosperous and independent farmers.

This first stump puller will be shipped within a few days, its arrival being anxiously awaited by the community for whom it is to work. The machine is similar to one now being operated on the lands of the Houston Oil Company at Kirbyville, Tex., which has proved decidedly successful under somewhat trying conditions, clearing an average of two and a half acres a day in yellow pine stumps with big tap-roots. These Kirbyville lands have been cut-over for many years and in consequence the tops of the stumps are badly rotted, making it necessary to dig for a hold around a main root in a great many pulls. But for this, the capacity of the machine would be even greater. However, this difficulty will not be encountered in the Siberian operations, since the timber has not yet been felled.

These stump pullers are built by the Clyde Iron Works at their factory in Duinth, Minn.

#### Philippine Forestry Report

The annual report of the Philippine Bureau of Forestry, for the fiscal year ending June 30, 1913, has been published in Manila and copies have been received in this country. It was prepared by Major George P. Ahern, Director of Forestry. The public forests in the Philippines aggregate about 40,000,000 acres. The working force includes ten foresters and seventy-eight rangers and guards. Total expenses are \$227,000 a year, and the net income \$163,000.

One of the troubles which the Philippine foresters have to contend with is the activities of the squatter who clears land in the forest, destroys timber, and carries on crude agriculture without much concern about the real owner of the land. These clearings are called "caingins" -a name which is anything but English, but which, for some reason, the Philippine foresters persist in using instead of its English equivalent, They also use the measure "hectare" when they might express it in acres so that the American readers can tell what is meant without being under the necessity of consulting a dictionary and then working a sum in decimal fractions to translate the term into English. They likewise use an arbitrary sign for the dollar mark, or for whatever it is they use in place of American money. 'The American government has gone to considerable trouble and expense to send school teachers to the Philipuines to teach English to the people there. It seems a little inconsistent to do this, while American foresters over there show preference to what is not English in writing their reports.

Nevertheless, the report under review is an excellent one and gives a great deal of information concerning the forests of the Philippines

## Hardwood News Notes

### ────≺ MISCELLANEOUS ≻──

The Georgia Show Case Company of Columbus, Ga., has removed to Montgomery, Ala.

The Greenwich Sash & Door Company of Greenwich, Conn., has been incorporated at that place. The Nichols & Shepard Company, Baltimore, Md., has increased its

capital stock to \$2,220,000. The Conneaut Carriage Wood Work Co. has a capital of \$25,000 and

will operate at Cincinnati, O. The Cleveland-Cliff Iron Company of Munising, Mich., has been suc-

ceeded by the Munising Company The Globe Casket Manufacturing Company, of Kalamazoo, Mich., has

increased its capital stock to \$100,000. The Cincinnati Fireproof Door Company has been incorporated at

Cincinnati, O., with \$15,000 capital stock. The Atlanta Hardwood Company is the style of a recently incorporated

concern at Atlanta, Ga., with a capital of \$3,000.

The Twin City Hardwood Company, St. Paul, Minn., has been succeeded by the Twin City Hardwood Lumber Company.

The Perry Furniture Company has been incorporated at Nashville, Tenn. This concern will operate with \$10,000 capital,

The Old Colony Chair Company was recently incorporated at Rockford, Ill. The company will have \$15,000 capital stock.

# Dermott Land & Lumber Go.

Plain and OAK Gum, Ash, Quartered OAK Elm, Hickory

**Highest Quality Band Sawn** Southern Hardwoods

DERMOTT, ARK.

### JAMES & ABBOT COMPANY **Lumber and Timber** No. 165 Milk St., BOSTON, MASS.

### DUCAN LUMBER CO.

Manufacturers Hardwood Lumber MEMPHIS **TENNESSEE** 

#### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

CYPRESS All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.

No manipulation of grades.

Commercial C

**GUM** 

COLFAX, LA.

Consumers' inquiries desired

#### Birch Veneers. Also Elm, Maple and Basswood WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO. Tripoli, Wis.

LET US QUOTE YOU

#### SELLING LIST

100,000 ft. of 4/4" 18 & 2s Sap 200,000 ft. of 4/4 No. 1 Com. Sap 150,000 ft. of 4/4 No. 3 Com. Sap 25,000 ft. of 6/4 18 & 2s Sap 26,000 ft. of 6/4 No. 1 Com. Sap

26,000 ft. of 6/4 No. 1 Com. Sap

ELM
10,000 ft. of 4/4 Log Run Elm
15,000 ft. of 5/4 Log Run Elm
25,000 ft. of 5/4 Log Run Elm
25,000 ft. of 6/4 Log Run Elm
30,000 ft. of 6/4 Log Run Haple
30,000 ft. of 5/4 Log Run Maple
10,000 ft. of 4/4 Log Run Maple
150,000 ft. of 4/4 Log Run Maple
150,000 ft. of 4/4 No. 2 & Btr. Oak,
can ship separate grades
13,001 ft. or 14/4 No. 2 & Btr. Oak,
can ship separate grades
13,001 ft. or 14/4 No. 10 Common
00,000 ft. of 8/4 Log Run Gak

Our Grades Are Right.

CYPRESS

CYPRESS

50,000 ft. of 4/4 Select & Better
Cypress

75,000 ft. of 4/4 Shop Cypress
100,000 ft. of 4/4 Shop Cypress
100,000 ft. of 4/4 No. 1 Common Cy.
100,000 ft. of 4/4 No. 3 Common or
Pecky Cypress
74,000 ft. of 8/4 No. 2 Common Cypress, some thin
22,000 ft. of 6/4 No. 2 Com. Cypress
13,000 ft. of 6/4 No. 2 Com. Cypress

press, some thin 13,000 ft. of 6/4 No. 2 Com. Cypress 24,000 ft. of 6/4 No. 3 Com. Cypress

20,000 ft. of 4/4 Log Run Poplar, mostly Common 12,000 ft. of 4/4 Log Run Sycamore

M. E. Leming Lumber Company CAPE GIRARDEAU MISSOUR

The Empire Chair Company of Phyabethtown, Carter county, Tenn., has increased its capital stock from \$50,000 to \$100,000.

The Kutchins Furniture Company has started business at St. Louis,

This is an incorporated concern with \$50,000 capital,

Reitsch Brothers, Rockford, III., have been succeeded by Reitsch Bros. Inc. The incorporated concern will have \$50,000 capital stock.

The Interchangeable Fixture Company of Grand Rapids, Mich., has been succeeded by the Grand Rapids Display Equipment Company.

It is reported from Hot Springs, Ark., that the A. J. Roads Furniture

Company has been incorporated at that place with \$10,000 capital stock. The Abrenbeck Vehicle Company is the style of a recently incorporated concern at Navasota, Tex. The company's capital stock is

The Z. A. Ward Woodwork Company has started business at Pittsfield. Mass. This is an incorporated concern and will operate with

\$28,000 capital. The Campbell Car Company is the style of a recently incorporated concern which will operate at Rochester, N. Y. The company has an authorized capital of \$50,000.

It is reported from Fall River that Ernest C. Whitney, Salem, has incorporated under the name of Ernest C. Whitney, Inc., with an authorized capital of \$10,000.

It is also reported from Fall River, Mass., that the A. Homer Skinner Lumber Company, which has been a figure in the lumber trade of that city, has been succeeded by the Pope-Sisson Lumber Company

R. L. Muse & Co., Walnut Ridge, Ark., will build a hardwood sawmill of 40,000 feet daily capacity. The building will be 150x50 feet and the entire plant will cost \$10,000. The machinery has already been

#### ——— < CHICAGO >-----

Thomas McFarland, prominent in hardwood circles of Cairo, Ill., was one of the recent visitors to the Chicago market.

Ira B. Bennett, president of the Fresno Flume & Lumber Company of Fresno, Cal., was in Chicago for several days last week.

William H. Shippen of Shippen Brothers Lumber Company, Ellijay, Ga., spent last week with the local trade on business.

George I. McClure of George I. McClure & Co., Buffalo, and Stephen Derry, also of Buffalo, were two of the prominent out-of-town visitors

Sam A. Thompson, sales manager of the Norman Lumber Company, Louisville, Ky., and Holly Ridge, La., has been in the city for several days of this week. William M. Gunton & Co., hardwood dealers of Chicago, are involved

in an involuntary petition in bankruptes. The Huddleston-Marsh Lumber Company, Chicago, has increased its

capital stock to \$75,600. It is reported that the Williamson-Kuny Mill & Lumber Company,

Mound City, Ill., has been succeeded by P. T. Langan, with headquarters at Cairo, Ill. Thomas W. Fry, secretary of the Charles F. Luehrmann Hardwood

Lumber Company, St. Louis, Mo., spent several days of last week in the Chicago trade. M. L. Pease of the Galloway-Pease Company, Saginaw, Mich., and

Poplar Bluff, Mo., made one of his periodic visits to this city last week. J. T. McRoberts, secretary of the Hooton Hardwood Company of Terre Haute, Ind., was in Chicago last week in the interest of his con-

George T. Burgess of Russe & Burgess, Inc., Memphis, Tenn., spent a few days in Chicago last week on business.

C. H. Donaldson of the Mason-Donaldson Lumber Company, Rhinelander, Wis., was a prominent northern visitor in the Chicago market several days of last week.

### ———— ≺ NEW YORK >———

W. H. Alling, sales manager and H. L. Black, selling representative of Caffisch Brothers, hardwood manufacturers and wholesalers of Jamestown, were recent visitors in New York. They report a good inquiry but the volume of business being placed is still low for this season of the year. The company is making a big drive now on thick maple.

The local office of Hotchkiss Brothers Company, wholesaler, with main office at Torrington, Conn., has been discontinued. D. B. Collins represents the company in New Jersey and J. B. Huff covers the upper New

York state trade.

The Barker-Bond Lumber Company, wholesaler of pine and hardwoods, has engaged the services of Varney A. Randall, who will represent it in a selling capacity in the Long Island, New England and eastern Pennsylvania trade. He is a son of E. V. Randall, manager of the Goodyear Lumber Company's local office.

The Flume Lumber Company has been incorporated here by C. P. Folsom, L. H. Strouse and L. Goldstone, attorneys of 55 John street, who are known in the lumber trade of the district. The company will develop a hardwood tract in eastern Tennessee, where a mill has been placed. It will ship via Paint Rock, N. C.

W. S. Harlan of the Jackson Lumber Company, Lockhart, Ala., was a

visitor in New York re-ently. He was on a tour of the eastern markets. where Jackson flooring is so well known,

R. J. Perrine, president of the New York Lumber Trade Association, has returned from a vacation spent at Palm Beach and other winter resorts. He met quite a company of local lumbermen at the Florida resort.

John W. Chandler, formerly sales manager of the Kirby Lumber Company at Houston, will take charge of the local office of the Kirby company April 1 He has een succeeded at Houston et Harry T. Kondall.

#### -----≺ BUFFALO >=

A. W. Kreinheder was re-elected president of the Buffalo Lumber Exchange on March 14. Hardwood men elected directors were: Elmer J. Sturm of Miller, Sturm & Miller; Hugh McLean of the Hugh McLean Lumber Company; W. A. Perrin of Blakeslee, Perrin & Darling; and A. E. Davenport of Davenport & Ridley. The exchange went on record as favoring the new commission charter for this city.

Vice-president O. E. Yeager states that the convention of the National Hardwood Lumber Association to be held here in June will doubtless draw a large and representative crowd from all over the country.

A. A. Mason reports a fair trade in hardwoods, with an especially good call for sap birch, which has been very scarce in this market recently, and also for manle

Messrs, McCallum and Plumley, of the Hugh McLean Lumber Company's executive force, have recently been in the South, calling at the company's mills and looking over the hardwood situation.

B. F. Ridley of Davenport & Ridley has lately been in Pennsylvania. where he has been shipping principally beech and white ash. The weather

has been good this winter for logging.

The National Lumber Company, which has taken up the flooring trade extensively of late, finds that the market holds steady and that there is a

fairly good demand for oak and maple chiefly. The Buffalo Hardwood Lumber Company reports trade as fair this month. The company is not likely to get any lake lumber of account

down the lakes this season, owing to the high prices asked.

A. J. Elias was one of the chief speakers at the recent bearing before the mayor and spoke in favor of the signing by that official of the new

The Standard Hardwood Lumber Company reports the hardwood trade as looking up. A large number of cars of oak and chestnut are beginning to arrive from the South,

The Yeager Lumber Company finds trade fair this month, with inquiries on the increase. With better weather business is expected to improve considerably. Oak, maple, elm and basswood are moving.

Miller, Sturm & Miller state that the bardwood trade is covering a number of different woods at present, though maple and oak are the hardwoods in chief demand

T. Sullivan & Co. report an increased trade in beech and for this wood a better demand exists than for some time. Plain oak is not as strong in this market as a short time ago.

George A. Jackson of Jackson & Tindle, has bought a large residence lot on Oakland Place, in the best section of the city, and will build a handsome house there this summer.

#### ──≺ PHILADELPHIA ≻=

A. S. McGaughan, the well-known lumberman and eastern representative of the Oregon Lumber Company, Baker City, Oregon, with headquarters at the Lumbermen's Exchange rooms, has just returned from a trip through Eastern Pennsylvania and New England. He was greatly encouraged over the outlook for New England.

J. W. Campbell of Currie & Campbell says things have been somewhat quiet of late due to the severe weather conditions, but with seasonable weather he is confident things will swing round to normal.

Charles K. Parry of Charles K. Parry & Co., sole selling agents of the Carolina Spruce Company, Pensacola, N. C., reports desultory trading owing to the bad weather, but the recent mild conditions have had good results, as a number of good orders have already been booked. Business so far in March is considerably over the total for the whole month of March, 1913.

The Kendall Lumber Company of Pittsburgh has removed its Philadelphia branch office from the Real Estate Trust building to room 416 Crozer building.

William P. Shearer of Samuel H. Shearer & Sons says business has been practically at a standstill, but as soon as good spring weather arrives be has no doubt business will revive. The mill at Atkinson, N. C., is active getting out stuff. Samuel H. Shearer has just returned from a short sojourn at Atlantic City, N. J.

Howard B. France, secretary and treasurer of the Haddock-France Lumber Company, reports the mill at Mt. Sterling, N. C., busy preparing for the first advance in trading. He says business has been fair right along, with low grades in strong demand. He is optimistic as to outlook.

William H. Fritz, vice-president of the Lumbermen's Exchange, and head of W. H. Fritz & Co., recently with his wife spent a few weeks at Palm Beach, Fla. The trip was made mainly for the benefit of Mrs. Fritz, who has been in frail health for some time

Arthur W. Kent of the J. S. Kent Company reports business only fair, but looks for more buoyant trading with the return of good weather.

WE OFFER

# Wisconsin Birch

DRY STOCK. AS FOLLOWS:

5 CARS 4 4 NO. 1 COMMON

2 CARS 4 4 NO. 1 COMMON 2 CARS 4 4 NO. 1 COMMON RED 2 CARS 4 4 NO. 1 COMMON 2 CARS 5,4 NO. 2 COMMON 3 CARS 6 4 CHOICE NO. 1 COM. & BTR. 2 CARS 8 4 1STS & 2NDS

Send your inquiries. We have all grades and thicknesses of Birch

STEVENS & JARVIS LUMBER CO. EAU CLAIRE WISCONSIN



We Have Nothing But Flat Dried Stock EDINBURGH, INDIANA

## The White Lake Lumber Co.

### Northern and Southern Hardwoods

WHITE PINE

CAR STOCK

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected Birch

Send us your inquiries

1 car 8/4 L. R. Wisconsin White Oak

# Quality First Brand

LICKING RIVER LUMBER COMPANY

114 Lumber Street SOUTH BEND, INDIANA

# Walnut for Export



A lot of splendid assorted **American Walnut** logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kansas City.

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

FRANK PURCELL Kansas City, Mo. U. S. A.

# VENEERS

Your profits depend largely on economical production, and uniformly cut veneers lessen the cost of production.

Our employes are experienced, our machinery modern, and we use the best selected logs in Mahogany, Circassian Walnut and Quartered Oak.

Therefore, we will furnish you with absolutely uniform and bone dry sliced or sawed veneers that your men can handle with a minimum outlay of time and labor.

### This Means Money in Your Pocket

We will welcome you to our plant (which is so modern it's worth coming to see) or we will send a representative with samples, on request.

Fred W. Black Lumber Co.
2245 S. Crawford Ave. Chicago, Ill.

Volney G. Bennett, an old and well-known lumberman, and father of Killem E. Bennett of Mungar & Bennett, Camden, N. J., died on March 14, in his seventy seventy year,

A report has come that the head, arms and body of William Balliet, a wealthy lumberman of Williamsport, Pa., were found along the Lackawanna Raliroad, at Shickshinny. The county authorites are convinced that Balliet was robbed, murdered and thrown upon the track, for further nutilation. A gold watch and chain, \$200 in cash and other valuables which are known to have been in his possession, are missing.

J. H. Sykes, formerly Philadelphia representative of W. A. Wilson & Sons, Wheeling, W. Va., has formed the J. II. Sykes Lumber Company, and will handle the Wilson product in this territory.

#### — ≺ BOSTON >—

Following the withdrawal from the Larivee Lumber Company of Cyril J. Larivee, as noted in a recent issue, this firm has changed its name to the B. L. Tim Lumber Company. Its yard will remain at 516 Albany St., Boston, with B. L. Tim president and S. Hirsch, treasurer.

The old firm of M. F. Ashley & Co. of Attleboro has dissolved partnership, and Edward G. Ashley will continue under the old style as proprietor.

The Wm. Keller Construction Company has been incorporated at West Newton, Mass., with capital stock of \$50,000, and will operate a large planing mill in that town.

John B. Bugbee of the hardwood house of the Holt & Bugbee Company Is now able to be at the office a few hours each day after a prolonged illness during the winter.

T. A. Foley of Paris, Ill., called on the trade of Boston during the present week.

#### =-----≺ BALTIMORE >------

Richard P. Baer, of Richard P. Baer & Co., the well-known hardwood firm in the tower of the Maryland Casualty building, is back from a trip of several weeks down South. He went from Baltimore to Asheville, where he looked after details in the branch office, and continued to Mobile, near which city the firm operates a mill, and thence to New Orleans. He found business in the main quiet, with the demand holding off to a pronounced degree, but with the feeling as to the future rather encouraging. M. S. Baer, of the same firm, has gone on a trip to the Middle West. He will stop among other places at Columbus, O., where the firm maintains a branch office with E. C. Williamson in charge. It is also Mr. Baer's intention to visit a number of other cities in that territory, seeing for himself just how the hardwoods are moving.

A. Frank Parker of Mann & Parker, Inc., Continental building, spent a day at the home office this week, but was off again for Pennsylvania and adjacent territory, and is not expected to return for a month or more. He reported while here that a considerable portion of the northern territory was slow about taking up lumber, and that New York in particular was decidedly quiet.

Among the visiting lumbermen here during the last ten days or two weeks were J. Rappe Myers, Jr., of the Ellis & Myers Lumber Company, Salem, Va.; J. H. Mackleduff of the Case-Fowler Lumber Company, Macon, Ga.; F. E. Schofield of Schofield Bros., Philadelphia, and G. C. Adams, of the Duquesne Lumber Company, Pittsburgh, Pa. All reported that the hardwood trade had been rather quiet of late, with prices in the main easy, and much trouble experienced on account of deep snow and other obstacles.

Unusual activity in the placing of back contracts in West Virginia and Pennsylvania, in the neighborhood of Cumberland, which attracted attention of late, has been followed by the report that the Chicago packing firm of Swift & Co. has acquired tanneries in that section and will tan the hides produced by it.

The schooner Benjamin F. Poole, a four-master, which sailed from Wilmington, N. C., for Baltimore, January 20, with railroad ties has been given up for lost. She carried a crew of eight men besides the captain. Nothing has been heard from her since she left Wilmington.

That the lumber trade in so far as Baltimore is concerned, is very good with excellent prospects, at least in so far as quantity is concerned, appears plainly from the report of the building inspector for February, which shows that the month ran about 160 per cent ahead of the corresponding period of 1913. The total for the first two months of the present year was not less than \$2,610,774, with \$1,581,855 for February alone. Only the most active months of 1913 equalled or approached this record, a continuance of which will put 1914 far ahead of any year with the single exception of the first year after the great fire, when construction work was unusually active.

The steamship Quernmore, of the Johnston line, which arrived ten days ago from Liverpool, brought nearly 200 mahogany logs from Africa. Practically the entire shipment was destined to points West, a large number going to St. Louis.

#### ────≺ COLUMBUS ≻───

Papers have been filed with the secretary of state increasing the capital stock of the H. G. Comman Lumber Company of Washington C. H., O., from \$75,000 to \$100,000.

The Ervin-Finley Mill and Lumber Company of Hamilton has been

incorporated with a capital of \$10,000 to do a general lumber A. Ervin, I. S. Finley, Edward Weber, S. D. Mayer and H. R. Reigart. The company was formerly operated as a partnership and is located at 129 North B street

The McKenzie Lumber and Coat Company of Springfield, O., bus incorporated three concerns to handle the himber and building supply business in three separate towns. The Springfield company is to be known as the McKenzle Lumber and Coal Company. The company at Delaware, O., is called the McKenzie Lumber Company and the one at Waldo, O., the McKenzie Lumber and Timber Company. The incorporators in each of the companies are William McKenzie, John S. McKenzie, Frank E. McKenzie, C. W. McKenzie and Presley H. Saib.

The announcement is made that the Crescent Lumber Company, which has had its general offices at Marietta, O., for a number of years, will remove to Lexington, Ky. The company has extensive interests in Ken-

tucky and West Virginia.

The Trimble Cypress Company of Cincinnati has purchased a sawmill at Robinwood, Miss., which will be operated from the Cincinnati office

J. W. Campbell has been appointed receiver for the Ira King Lumber Company of Sardinia, O., upon the application of creditors who claim the corporation is insolvent.

At Warren, O., the Culver Lumber and Building Company has opened in the wholesale business recently.

The Scott Lumber Company of Martins Ferry, O., has purchased the

stock of the H. M. Rothermund Company of the same place, and will consolidate the two yards. R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, says trade in hardwoods has been quite active during the past fortnight. Yards are probably the better customers at

Factories are also buying better and furniture concerns are now in the market. The price list is generally well maintained and no cutting of prices is being done to force trade. Shipments are coming out better. Hardwood stocks in the hands of mill owners are not large and the same is true of retailers' stocks.

John R. Gobey of John R. Gobey & Co. says trade in hardwoods is all that could be expected under the circumstances. There is a good demand for all varieties and grades and prices are generally upheld. The prospects for the future are good.

A. Ford of the Imperial Lumber Company reports an improvement in the bardwood trade all along the line with shipments coming out better now.

Manager Hodil of the Virginia Lumber Company is another of the hardwood jobbers who believes there will be a marked improvement in the bardwood demand in the near future.

The Gilliam Process Company of Columbus has been incorporated with a capital of \$10,000 to deal in lumber by C. G. Thompson, R. L. Gilliam, H. H. Davis, C. W. Thompson and J. Teegardin.

A loss of \$15,000 was caused to the plant of the Defiance Box Company of Defiance, O., by fire recently.

The Akron Lumber Company of Akron has been incorporated with a capital of \$125,000 by John H. Dellenberger, H. A. Dellenberger, John H. Dellenberger, Jr., and David H. Morgan.

#### ──≺ INDIANAPOLIS ≻──

The Montgomery Hardwood Lumber Company, Crawfordsville, has notified the secretary of state it has dissolved its corporation.

A modern factory building is to be erected immediately by the newly organized National Gate Company at Rushville.

Notice of a change in name of the Adams-Carr Company to the Adams-Rogers Company has been filed with the secretary of state.

Creditors of the Laporte Cabinet and Molding Company, Laporte, have filed a petition in the United States Court in this city asking that the company be adjudged bankrupt.

The Lyman Brothers Company, manufacturer of picture frames and moldings, lost its plant in east Ohio street by fire on the night of Marsh 12. The loss was about \$35,000 with \$18,000 insurance. The plant was a new one, having been occupied last summer.

In an opinion handed down recently, the Indiana Supreme Court held that the employers liability law of 1911, which does away with the fellow-servants' rule as a defense where there are more than five employes, is constitutional. This law also does away with contributory negligence as a defense in many cases. The decision was of special interest to every employer of labor in the state.

O. D. Haskett of the O. D. Haskett Lumber Company, who was recently elected president of the Indianapolis Chamber of Commerce, has announced his committee appointments, which include many identified with lumber interests. W. W. Knight of the Long-Knight Lumber Company has been placed on the committee on arbitration and street and sewer improvements; H. C. Atkins of E. C. Atkins & Co, on the advisory, emergency, relief, membership and track elevation committee; Caleb S. Eaglesfield of the Eaglesfield-Stewart Company on the committee on municipal expenditures; Nelson A. Gladding of E. C. Atkins & Co. on the committee on municipal expenditures; John H. Talge of the Talge Mahogany Company on the committee on state and national legislation; L. H. Griswold, a lumber broker and M. S. Huey of the Capitol Lumber Company on the committee on good roads; T. R. Lewis of the Burnet-Lewis

# Tschudy Lumber Co.

# St. Francis Basin Hardwoods

SPECIALS

For immediate shipment

Bandsawn. Dry. 60% 14 and 16 foot long. 150,000 ft. 1" 1 and 2d Clear Plain White Oak. 25.000 ft. 2" 1 and 2 Clear Hickory.

50.000 ft. 2" No. 1 Common Hickory

100,000 ft. 1" Yel. Cottonwood Box Boards & Panel.

Mill & Yards

ADDRESS CORRESPONDENCE TO GENERAL OFFICE ous Republic Bldg. KANSAS CITY, MO.



Wholesale Manufacturers and Exporters

RED GUM SAP GUM COTTONWOOD CYPRESS ASH

PLAIN OAK

We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

All Grades and Thicknesses QUARTERED OAK

SOFT ELM SYCAMORE

### VANDEN BOOM-STIMSON LUMBER COMPANY Manufacturers Southern Hardwards Quartered Oak a Specialty Memphis Tennessee

### TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT GARDNER & HOWE

ENGINEERS

Clarence W. Griffith Department Manager, Memphis, Tenn.

# The Mossman Lumber Co., Inc.

### Manufacturers

plain and quartered red and white oak, ash, gum and poplar, 2: 2: 2: 2:

ALSO FULLY EQUIPT DIMENSION PLANT Memphis.

## All Wood Finishers

should use our NATURAL RUBBING OIL. "ZERO" BRAND, "Direct from Well to Consumer."

Zero Brand Reg. U. S. Pat. Office.

### STILES BROS. Parkersburg, West Va.

Producers of Pure Natural West Virginia Lubricating Oil SAMPLE ON APPLICATION

#### On the Following Stock We Will Make Special Prices for Prompt Shipment:

28,000 5 8x18" & up No. 1 & Pracel Poplar 230,000 4 A No. 1 Common Poplar 3 are 1 Poplar 2 up No. 1 & 2 Poplar 3 up No. 1 & 2 Poplar 3 up No. 1 & 2 Up No. 1 &

Chestnut 74,000' 5/4 No. 1 Common Chestnut 81,000' 8/4 No. 1 Common Chestnut 21.000' 6 4 Nos. 1 & 2 Red Birch 17,000' 8/4 Nos. 1 & 2 Red Birch 6,000' 12/4 Nos. 1 & 2 Red Birch 6,000' 16/4 Nos. 1 & 2 Red Birch 45,000' 4/4 Nos. 1 & 2 White Ash 74,000' 4/4 Nos. 1 & 2 White Ash 74,000' 4/4 No. 1 Common White Ash 22,000' 12/4 No. 1 Common White Ash 7,000' 16/4 No. 1 Common Plain

7.000° 16 3 No. 1 Common Plain Oak 115.000° 4/4 No. 1 Common Plain Red Oak 13.000° 6/4 No. 1 Common Plain Red Oak 56.000° 4/4 No. 1 Common Plain White Oak

### The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

"ANDREWS"

# Canvas Doors

(PATENTED)

Are Used on Largest Dry Kilns in This and Foreign Countries

Double Curtains are Efficient Heat Savers, easily and quickly attached and operated and are long lived

MADE IN ALL SIZES BY

The A. H. Andrews Co. **CHICAGO** 

if you have not read our Bulletin 200, you have missed some real Dry Kiln information.

Lumber Company on the finance company; H. B. Burnet of the Burnet-Lewis Lumber Company, and S. P. Matthews of the South Arkansas Lumber Company on the committee on relief and charities.

After a three months' tour of Europe, Mr. and Mrs. Paul Brown and Mrs. Brown's sister, Miss Irene Talge, have returned home. Mr. Brown went to Africa last spring to buy mahogany logs for the Talge Mahogany Company of this city and upon arriving in England last December, was joined by Mrs. Brown and Miss Talge.

#### ==-< MEMPHIS >==

The band mill of the Gayoso Lumber Company, located in South Memphis, has begun operations. This plant was purchased from the Fair Lumber Company in Mississippi but was used very little and is practically as good as new. It has a daily capacity of from 45,000 to 50,000 feet of lumber. The firm owns a large amount of timber in north Mississippi and the mill will be used to convert this into lumber. The sawing has heretofore been done by custom mills. C. R. and W. A. Ransom are the principal owners of the Gayoso Lumber Company.

C. B. Dudley of the Dudley Lumber Company has returned from New Orleans where he has been looking after the establishment of yards. The Dudley Lumber Company has a large contract for ash abroad and the lumber will be concentrated at New Orleans, from which port it will be sent abroad. The yards are to be used to facilitate this business.

Frank B. Robertson of the Anderson-Tully Company and W. H. Russe of Russe & Burgess, Inc., have returned from New Orleans also. They went there, together with Ben Johnson of the Mansfield Hardwood Lumber Company, Shreveport, La., as a committee of the National Lumber Exporters' Association for the purpose of protesting against the practice on the part of the steamship companies of taking rubber stamps and endorsing bills of lading with the words "stained," "weather stained," etc. The committee pointed out that these endorsements not only reduced the value of bills of lading on lumber cargoes as negotiable documents but likewise hurt the shipper through the creation of a wrong impression in the mind of the recipient of the ladings. No formal report has yet been made to the association and nothing will be given out about the conference until this has been done.

Commissioner Dies, who, as a member of the government of this city, is in charge of public utilities, has refused to accept an ordinance tendered by the insurance men here providing for the elimination of wooden shingles as a house covering within the city limits. The insurance men contend that the continued use of wooden shingles will some day result in a vast conflagration, but Mr. Dies insists that it would be an unnecessary and undesirable handicap to impose upon builders of homes the use of slate, metal or other covering than wood. There are a number of men here who are engaged either in the manufacture or sale of cypress shingles and they are very much pleased with the efforts of Cammissioner Dies to prevent the adoption of an ordinance providing for complete substitution in this matter.

Owners of sawmill establishments and hardwood yards in North Memphis are congratulating themselves upon the closing of a contract between the Illinois Central system and the city of Memphis whereby a levee is to be built in the northern part of Memphis. Heavy loss has been experienced during the floods of the past two years through the stoppage of plants, the overflow of lumber and the cutting off of transportation facilities in the North Memphis lumber district and much pleasure is expressed over the fact that such recurrences are to be made impossible even during high water in Mississippi and Wolf rivers.

G. W. Wade of the Trenton Land Company, Trenton, Tenn., and R. S. Harian of Corinth, Miss., have purchased 2,883 acres of bardwood timberlands in West Carroll parish, north Louisiana, near Oak Grove. R. H. Fitzgerald was also interested in the transaction. It is understood that plans will be formulated at an early date for the establishment of a mill for the development of the timber on this property.

The hardwood lumber industry at Memphis, as well as the various woodworking enterprises of this city, will be well represented at the forthcoming annual of the Tennessee Manufacturers' Association. This will be held at Nashville, April 8 and 9. Memphis boasts three of the principal officers of this body, J. T. Willingham, president of the Memphis Coffin Company, is president, S. B. Anderson, head of the Anderson-Tully Company, Memphis, is vice-president, and T. R. Winfield, president of the Cole Manufacturing Company, is treasurer. All of these gentlemen will attend in their official capacity while a number of other prominent manufacturers will attend as delegates. There is a branch of the Tennessee Manufacturers' Association here, known as the Memphis Manufacturers' Association, and a number of lumbermen are identified there-

Dispatches from Paducah, Ky., indicate that the Illinois Central will, about July 1, begin work on the enlargement of its shops at Memphis and that these will be of such dimensions that employment will be given to about 3,000 men. It is pointed out that practically all of the car repairing of the southern lines of the system will be done at Memphis and that all repair work of every kind for the southern lines will be done at Memphis and Paducah.

Building operations in Memphis for February showed an increase of thirty-three per cent over the corresponding month last year. There was a substantial gain in January, with the result that the total increase since the first of the year has been quite full. The weather is quite

open and the outbook is considered deadedly invorable for large operations along this line. Builders, contractors and handlers of materials of all kinds are making preparations for an active business.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that there has recently been a decided increase in the number of impuries for red gum. He also says that some of these are leading to business and that there is more of this lumber moving now than has been the case for quite a while. The association has been very active since it was organized a few months ago and its campaign of education in behalf of red gum is beginning to awaken considerable interest in this lumber. Mr. Pritchard expresses bimself as very much encouraged over the outlook.

There has been very little rise in the Mississippi recently and later advices from the government suggest that there may be no recurrence this year of the spring flood. It is pointed out that the area of snow in the upper tributaries is rather smaller than usual and there has been also comparatively little rainfall recently in the Ohio, Mississippi and Missouri river valleys. There is still time enough for an overflow but lumber interests here are rather inclined to the view that there will be no disturbance along this line this season. They are glad of this and emphasize the fact that, after having had three overflows in two years, they are entitled to surcease from this particular trouble. A higher stage than the present one would be welcome because of the bearing it would have on the log supply. The present volume of water is not large enough to facilitate the handling of timber by that method and millmen who depend on water transportation are hopeful that there may be a materially higher stage without in any way interfering with lumber interests throughout the Valley states.

#### —≺ LOUISVILLE >—

Members of the local hardwood trade are much pleased with the result of the decision by the Interstate Commercial of the Norman Lumber Company and others against the Louisville & Nashville Railroad Company and others, whereby discrimination is held by the commission to have been practiced by the roads in regard to the bridge toll across the Ohio, and a change of the situation in this respect is ordered. The situation is unusual. Louisville, being on the south bank of the Ohio, has had no toll to pay on inbound shipments from the South; but the railroads have absorbed the charge in shipments to cities on the north bank, such as Cincinnati, whereas the northern carriers, in hauling lumber from Louisville into central and eastern territories, have applied the charge, the north-bank cities thus being favored to the extent of the one-cent bridge toll absorbed by the southern carriers. commission says that either the carriers must shrink the bridge toll on outbound shipments at Louisville or charge it on inbound shipments at Cincinnati. The case has been before the commission for some time, being the outgrowth of the original complaint filed several years ago. J. Van Norman, the local attorney, who is a son of A. E. Norman, president of the Norman Lumber Company, conducted the case and brought it to a successful conclusion.

The Kentucky legislature has completed its session and adjourned, little regret being expressed, though the legislature left undone a great many important things. The lumbermen were particularly anxious to have the tax system amended, but the legislature adjourned without authorizing a vote on a constitutional amendment on this subject. most important legislation put through included a workmen's compensation bill and a fire insurance bill, the latter of which was so drastic in its provisions that it has driven most of the fire insurance companies from the state. The compensation measure provides a state insurance fund, but makes it optional with the employer as to whether he will insure with the state or pay premiums to a stock company. The schedule of compensation is fifty per cent of the workmen's weekly wage in case of injury, and \$3,750 for death. The measure was put over as the result of a combination of efforts of the coal operators and labor unions, the former, on account of the high liability rates, desiring a state insurance fund. Some manufacturers have objected to it on various grounds, and it is possible that it will be declared unconstitutional.

Improvement in the demand for chestnut has been one of the interesting developments of the month. Ash is also holding up well, and there has been a good demand for quartered oak. Plain oak is likely to pick up considerably as soon as the interior trim manufacturers settle down to the active business of the building season, which has not opened up as yet on account of bad weather all over the country.

It is rumored that another hardwood company may be formed in Louisville. There is no definite information on the subject as yet, but according to reports which have been in circulation the deal may involve a reorganization of two companies now in the business. The local market has been expanding of late, and the addition of another aggressive company would be welcomed.

The Richland Parish Lumber Company of Louisville, which has a large sawmill at Rayville, La., generally believed to be one of the most modern plants in the country, has increased its capital stock from \$400,000 to \$700,000. The company plans to buy additional timberland in the vicinity of Rayville. Charles C. Mengel, Jr., is secretary of the company.

The Federal Parquetry Manufacturing Company, which was recently incorporated at Quicksand, Ky., with \$100,000 capital stock, will have a plant in Lexington, Ky., having leased the old Luigart planing mill. It will operate special machines imported from Europe for the purpose, it

Harris Manufacturing Company Johnson City, Tennessee

"Harris" Hardwood Flooring

# Bluestone Land & Lumber Company

WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock

MILL FACILITIES COMPLETE PLANING PENNSYLVANIA

# CINCINNATIE

Hardwood Manufacturers and Jobbers

Johns, Mowbray, Nelson Company
OAK, ASH, POPLAR & CHESTNUT
GUM AND COTTONWOOD

JAMES KENNEDY & CO., Ltd.

OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The Kosse, Shoe & Schleyer Co.
WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

### OAK FLOORING

to be satisfactory must be made by people who "know how" and have shown this ability. We are one of the oldest manufacturers of this product. Our (8)

"Century

is favorably known wherever good flooring is used.

Are you using it?

THE M. B. FARRIN LUMBER CO.

### OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

### DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—CLAY CITY, KY.

#### RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

#### E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS

#### SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

### THE GLUE THAT IS APPLIED COLD -



## In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

#### A DOOR MAKER SAYS:

Tacoma, Washington, U. S. A., Sept. 29, 1918.

Perkins Glue Company,
South Bend, Indiana.

Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.

Yours very truly,
THE WHEFELER OSCORD CONTRAIN

THE WHEELER, OSGOOD COMPANY,
R. H. Clarke, Treasurer.

# Perkins Glue Company

Originators and Patentees 805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM .

is said. I. Herz, who has been running a sawmill at Quicksand, is to be the active manager of the company, the officers of which are New York men. The company hopes to be able to use a large amount of sawmill waste in its operations.

Bond Brothers, leading timber and tie dealers of Elizabethtown, Ky., have announced that their capitalization will be increased from \$150,000 to \$200,000. The company operates in Kentucky and Tennessee and is one of the largest handlers of ties in this part of the country.

The Paducah, Ky., Board of Trade has won a case before the Interstate Commerce Commission, in which it is held that the town is entitled to a lower rate than Cairo, Ill., on shipments from equi-distant points in the South by reason of its location on the south bank of the river. The commission holds that carriers should either charge bridge tolls on traffic in both directions at every competitive crossing of the Ohio river or not charge it at any crossing.

#### —≺ NASHVILLE ≻=

At the annual meeting of the Nashville Lumbermen's Club the following officers were elected: Henderson Baker, president; C. E. Hunt, vicepresident; Cecil Ewing, secretary, and Harold Greene, treasurer. Secretary Ewing made an interesting report on the past year. Two new members were enrolled, H. A. McCowen & Co. and the Ever Ready Lumber Company,

The Commercial Club of Nashville is a new organization that has been effected by consolidation of two old commercial bodies, with over 1,800 Arthur B. Ransom, one of the leading hardwood manufacmembers. turers of the South, was elected president. The hardwood lumber interests are well represented in the new organization, Hamilton Love and Charles M. Morford, former presidents of the Nashville Lumbermen's Club, being

The Cumberland Stave & Heading Company of Livingston, Tenn., has filed an amendment to its charter increasing amount of authorized capital stock from \$35,000 to \$75,000.

The Standard Furniture Company reports fine conditions in the furniture trade. It has been steadily increasing its output, and has one of the largest furniture factories in this section.

W. V. and N. N. Davidson, prominent local manufacturers, have gone to Florida for a visit of a few weeks.

Forest fires are reported to have caused damage to timberlands in

Cheatham County, but have been extinguished by rain.
W. H. Russe of Russe & Burgess, Inc., Memphis, was in Nashville and spoke of foreign trade as disappointing. His firm's business is principally export trade

Dr. A. H. Purdue, state geologist, has issued an interesting bulletin, which goes to show that yellow poplar can be profitably grown in Tennessee. This will be of interest in view of the large cut of yellow poplar in Tennessee in the past years, this being one of the most important states for this line.

The Nashville Tie Company of Nashville, Harris Tie Company of Erin, Tenn., and Ohio Valley Tie Company of Louisville have filed complaints with the Interstate Commerce Commission against the Louisville & Nashville railroad, seeking to secure a suspension of an increase of from one to two cents per 100 pounds in the rate on crossties from middle and west Tennessee. The tie business handled by complainants consists of ties made largely of waste timber, and the ties are treated chemically with preservatives to make them durable. Complainants have built up a large tie business in this section, handling several millions of ties annually. The railroad has recently built a treating plant at Guthrie, Ky., and it is claimed by petitioners that its opposition to the removal of crossties from the territory of its line is the cause of raising the rates. Petitioners state that but for the business developed by them their use would be practically lost, as they take what is left after the choice logs have been removed for other purposes.

The city of Nashville has filed a complaint with the Interstate Commerce Commission seeking to secure reasonable reciprocal switching charges between the Louisville & Nashville and Tennessee Central railroads. Commissioner Myer will hear evidence in the case March 25.

Fred Arn of Chattanooga, president of the National Lumber Exporters' Association, was a recent visitor in Nashville. In talking of the export trade Mr. Arn deprecated the action of some lumber manufacturers in shipping to foreign countries on consignment, saying he found that under present conditions it is better to sell at home than to ship to other countries on consignment.

#### ——— ≺ ST. LOUIS ≻—

The new federal reserve system was explained in detail by  $W.\ M_{\rm c}M_{\rm c}$ Martin, trust officer of the Mississippi Valley Trust Company, at the regular monthly dinner and business meeting of the Lumbermen's Club of St. Louis, held at the City Club, Tuesday evening, March 10. Mr. Martin gave a splendid talk and the lumbermen who were fortunate enough to be present understood the subject thoroughly after he had finished. usual dinner was served at 6:30.

In the absence of John Reheis, the president of the club, C. G. Schilling, second vice-president, presided. Immediately after the dinner Mr. Martin gave his talk and the business meeting followed. Six new members were elected-Raymond Irvin, Harry R. Asman, Henry Schaefer, Robert Kamm, A. H. Beardsley and Harry Montgomery. A report on the five per cent freight rate advance was submitted, but after considerable discussion action on the report was postponed until a later meeting.

W. W. Dings of the Garetson Greason Lumber Company is out West on a selling trip. He spent several days in Kansas City and then went to Denver. Before leaving the city he stated there was a fair volume of business being done, but hardly as much as there would be had the weather been pleasant. Their mills, with the exception of the one at Wasson, Ark., were running all right. Wet weather at the Wasson mill prevented logging and it had to close down until the woods dried out so they could get logs.

The C. F. Liebke Hardwood Mill & Lumber Company is running right along sawing timber. It is getting in logs by rail almost every day and is sawing them as fast as possible in order to fill the big lot of orders it has on its books. The company has enough now to last it for several weeks.

Henry Boeckeler of the Boeckeler Lumber Company reports quite a lively trade at the yard. The company has a number of big orders, one of them calling for 700,000 feet and another for 100,000 feet. These, with a big order obtained by Mr. Boeckeler when he was over in Ohio a short time ago, which amounted to 1,100,000 feet, is keeping it busy. William Boeckeler, who has been at French Lick Springs for the past two weeks, is home feeling much better than he did.

E. W. Blumer, sales manager of the Lothman Cypress Company, has been at home on the sick list for several days. On his way home from the Central lowa Retail Lumber Dealers' Association meeting at Des Moines, his train was held up by a big snowdrift and he was tied up for a couple of days. He caught a severe cold, which resulted in his being compelled to give up business until he recovered.

Thomas E. Powe of the Powe Lumber Company, who has been in the South on a pleasure trip for several weeks, is back home. He said he found conditions much better than he expected. He is looking for a lively spring trade as soon as the weather clears up and building operations can commence.

John F. Rutherford, son of the late John F. Rutherford of the old Bluff City Lumber Company, Pine Bluff, Ark., is associated with the R. M. Morris Lumber Company of this city as a salesman.

#### ——≺ ARKANSAS ≻—

The Pekin State Mill at Pekin, a small town on the Jonesboro, Lake City & Eastern Railroad, near Jonesboro, Ark., was destroyed by fire on March 10. The loss was about \$4,000, with no insurance. The fire is supposed to have been caused by a spark from the smokestack. This plant employed about forty-five men. The plant will likely be rebuilt.

The Cotton Plant Handle Company of Cotton Plant, Ark., filed articles of Incorporation with the secretary of state of Arkansas on March 14. The authorized capital stock of the company is \$6,000.

On March 13 articles of incorporation were filed in the office of secretary of state by the Mountain Creek Timber Company of St. Paul. The incorporators of the new company are L. P. Matthews, Charles Gilstrap and S. J. Campbell. The capital stock is placed at \$4,000.

The Whelen Land Company, with a capital stock of \$50,000, and the Whelen Lumber Company, with a capital stock of \$10,000, filed articles of Incorporation with the secretary of state on March 12. Moses Stener is president of the land company and Z. D. Sparkman is president of the

Two trees of unusual size were cut on the land belonging to J. D. Reynolds near Camden, Ark., last week. One, a gum, scaled 6,300 feet, and the other, a white oak, scaled 3,800 feet. Mr. Reynolds is a timber dealer and real estate man of Camden.

J. A. Reynolds, who for the past seven years has operated a shingle mill in the vicinity of Perry, Ark, is moving his plant to Sherrill, Ark. Mr. Reynolds recently purchased a large tract of cypress timber near Sherrill and will manufacture the same into shingles. It is estimated that the amount of timber standing on the land purchased will be sufficient to the Mr. Reynolds' plant for a period of six years.

C. L. Goodwin of Greensboro, Pa., has recently bought 15,069 acres of timberland in White county, Arkansas, lying along the banks of the White river. The purchase price was \$151,000. The land is covered with gum, red oak, white oak, cypress and hickory timber.

Ed Huff, who has been buying walnut logs in the vicinity of Norfolk, on the upper North Fork river, for the past year, recently sustained a swere loss. While attempting to drive several hundred logs down the river the drive was caught in a big rise and the logs scattered along the river and caught on shoals and islands. The logs in the drive were very valuable and, although they can all be recovered, the expense to Mr.

Huff will be great.

The Prescott Stave and Heading Company is moving its plant from Prescott, Ark., to Dearborn, Tex., where the company has recently purchased 50,000,000 feet of white oak timber. S. W. Foster is manager of the company and will move his family to Texas.

The Kennedy Heading Company is preparing a right of way for the building of a spur of the Pine Bluff & Arkansas River Railroad from Lankford to its plant near Hagler. This line will pass through a very heavily timbered hardwood belt.

The Fee-Crayton Hardwood Lumber Company of Dermott is planning a five-unile road in Chicot county to connect with the Iron Mountain at Chicot. The material for operating the road has been leased from the Iron Mountain.

=> WISCONSIN ≺==

The Crocker Chair Company of Sherovgan has filed an amendment to its articles of incorporation increasing its capital stock from \$500,000 to \$1,000,000. According to E. A. Zundel of the firm, no immediate changes or enlargements are contemplated and the increase is merely in the course of regular business.

A new woodworking plant is to be added to the industries of Grand Rapids, Wis. The Weinberg Construction Company of that city is contemplating erecting a plant for the manufacture of sash, doors and interior finishing goods. A site has been selected on the Soo line for a \$25,000 factory.

Several additions have been made by the C. D. Clarke Lumber Company of Merrill which will result in the further expansion of its business. In addition to erecting enclosed sheds, which also contain comfortable work-rooms, a planing mill has been installed and equipped with a rip saw, matcher, sander and other machinery. This concern is finding a ready market for quarter-sawed oak table tops and legs and like products. The Clarke lumber piler, an invention of Mr. Clark, is also still being manufactured.

With the completion of the installation of a new engine and boiler, the Brillion Lumber Company of Brillion has started sawing operations at its mill in that city. A large supply of logs is on hand in the yards and will keep the mill running for some time.

Business men of Chippewa Falls are using their best endeavors and influence to secure the rebuilding of one of its largest industries, the plant of the Northwood Furniture Company, destroyed by fire February 26. According to J. E. Poznanski, secretary and treasurer of the concern, it is very likely that the plant will be rebuilt on the same site. Definite action, however, will not be taken until the meeting of the directors as soon as the insurance adjustment has been made. The loss of the plant was in the neighborhood of \$65,000, on which there was a blanket insurance of eighty per cent.

The Capitol City Lumber Company has filed articles of incorporation with the secretary of state. It will establish offices at South Madison. The capital stock is \$25,000, and the incorporators are A. G. Banting of Madison, D. E. Kelley and G. I. O. Banting of Stoughton.

Fire caused a loss of \$50,000 on March 11, when flames destroyed the roundhouse, machine and blacksmith sleeps and water tank of the Superior

# RED GUM

(Leading Manufacturers)

### MILLER LUMBER CO.

### Marianna, Arkansas

We offer for shipment during the next six months, at the rate of a car or two per week, 25 to 50 cars No. 1 and No. 2 Common Gum S1S 9/16" thick. We are also in position to furnish for prompt shipment 4/4 to 8/4 1st & 2nd and No. 1 Common Red Gum.

#### YOUR INQUIRIES SOLICITED

All band sawn stock, good percentage 14 and 16' lengths. Modern equipment backed by 25 years' gractical experience is our guarantee of proper handling of your orders. We also manufacture other hardwood lumber and box shocks.

# Our Corps of Inspectors

Intelligent!

Highly Trained!

Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

# RED GUM

## **Band Sawed Stock**

6 cars 4/4 1sts & 2nds Red Gum 10 cars 4/4 No. 1 Com. Red Gum 10 cars 4/4 1sts & 2nds Sap Gum 20 cars 4/4 No. 1 Com. Sap Gum 4/4 Gum Panel and Gum Box Boards and all grades of 4/4 Oak and Ash

### JONES & DUNN, Jennie, Ark.

Manufacturers Band Sawed Hardwoods

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

. MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

#### OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

# **Ouartered Red Gum**

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common and Better Soft Elm

#### Mark H. Brown Lumber Company Hardwood Manufacturers Mounds. Ark.

Eleven Miles West of Memphis, Tenn. Address Sales Dept., P. O. Box 337, Memphis, Tenn.

### Baker-Matthews Manufacturing Co. Sikeston, Mo.

### **Band Sawn** Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

& Southeastern Railroad at Grand View. The Willow River Lumber Company, which owns the road and the destroyed property, makes its logging headquarters at that place. Other property of the lumber company was saved by the aid of a locomotive, fitted with a syphon. The loss is partially covered by insurance.

The large general store and warehouse owned by the Connor Lumber and Land Company of Marshfield, and located at Laona, Forrest county, was destroyed by fire on the morning of March 13. The new hotel re cently erected by W. D. Connor, and located nearby, was also damaged.

The loss is placed at \$50,000.

The Menasha Wooden Ware Company of Menasha suffered a total loss to its sawmill at Ladysmith from fire originating in the boiler room of the plant. The fire started at 10 o'clock in the evening and burned until 2 o'clock in the morning. The plant was valued at \$25,000, covered by insurance. The company will rebuild.

A jury in Judge Ludwig's court in Milwaukee has decided that the bunks in Camp 14 of Senator Isaac Stephenson's lumber company in Delta bulks in Camp 12 of Schaud 1884 (Physics 14 Camp) and held that R. W. Bird was not entitled to damages for rheumatism that he alleged he suffered as a result of rain coming through the roof upon his bunk. It was held that what Bird thought was rain was moisture collected on the ceiling of the cabin, and found that he might have moved to another bunk.

Due to the fact that lumbermen in northern Wisconsin are being delayed in their work of unloading cars, division officials of the Milwaukee road at Green Bay fear a shortage of freight cars. While it was freely predicted early in the season that logging operations would be greatly hampered by the scarcity of snow, railroad reports show that more logs have been handled up to the present time than during the entire season

W. J. Kershaw of Milwaukee was given a hearing recently by the joint congressional commission to investigate Indian affairs in Washington conditions in the Tioga Indian reservation in Wisconsin, Kershaw told the commission that nearly half of the \$3,000,000 trust fund on the Indians has been expended and that extravagance prevails in the operation of the lumber mills of the reservation.

Charles F. Hase, 3226 Highland boulevard, Milwaukee, vice-president of the Hilty Lumber Company, and interested in other prominent business enterprises of this city, died Tuesday evening, March 17, in Milwaukee Hospital, following an illness of a week. Mr. Hase was forty-four years old and a native of Milwaukee. He began his business career with the Second Ward Savings Bank, with which he was identified for sixteen Mr. Hase is survived by his wife, two children, his parents and three brothers

C. W. Behnke, who established the first sawmill in Manitowoc county. and for many years conducted a lumber business at Rockland with his brother Albert under the style of Behnke Bros., died at Sheboygan from an attack of heart failure at the age of sixty-seven years. Mr. Behnke was for years a well-known banker and capitalist of Brillion, where the interment took place. He is survived by his wife and three children.

The Northern Hemlock and Hardwood Manufacturer's Association was represented by Secretary R. S. Kellogg at the recent hearing before Examiner Berry of the Interstate Commerce Commission at Minneapolis. when evidence was taken in a case brought by lumber manufacturers against railroads, charging discriminating and extortionate freight rates. The case is based on a joint complaint made by the Northern Hemlock and Hardwood Manufacturers' Association, the Northern Pine Manufacturers' Association and the Northwestern Cedarmen's Association. These associations claim that the freight rates from the lake points to Missouri River points are discriminating and extortionate and urge that they be ordered reduced. Under the rates in force, and which are protested against, it is stated that practically no lumber has been shipped from the lake states to Omaha, Neb., and other Missouri River points for some time because the freight rates are prohibitive.

The Kellogg Lumber Company of Antigo has formed an auxiliary organization, the Kellogg Supply Company, and has established offices at Wabeno, in charge of T. A. Richardson. H. B. Kellogg is president; T. B. Kellogg, vice-president; W. D. O'Neal, secretary and sales manager, and G. W. Dakin, treasurer. The Kellogg Supply Company will do a wholesale business in crating lumber, cordwood, slabs and pulpwood.

The Forest Products Company, a Minnesota corporation with \$159,400 capital stock, has filed a statement with the secretary of state to do business in Wisconsin. The investment in this state is \$40,000.

A hearing on the complaint of the Webber Manufacturing Company of Superior against the Northwestern and Northern Pacific railroads, seeking a reduction in the rate on logs from Van Buskirk and Carsons, Wis., to Superior by way of Ashland, was held at Superior by Halfort Erickson of the Wisconsin Railroad Commission. The complainant seeks to have a rate of ten cents cut to three or four cents per 100 pounds and other rates reduced proportionately. It was brought out at the hearing that logs from the stations involved in the complaint are being shipped south a greater distance than to Superior, about 125 miles, at the rate sought for this city, with the result that lumber and furniture are being made elsewhere out of logs taken from natural territory of Superior, which prohibitive rates make it impossible for local concerns to enter. Sheboygan, Stevens Point and Grand Rapids were among the cities mentioned as benefiting by the alleged discrimination. The two railroads have never had a through rate, and, until the complaint was filed in this case, declined to make one. An offer of a rate of about 51/2 cents, made to the

Webster company after the railroad commission had been appealed to, was refused as still too high compared with rates from the same ferritory on other lines.

The Upham Lumber Company of Marshited reports a out of about six million feet during the passing season, and has started up the mills to manufacture the logs into lumber. The main logging operations of this consern are at Ogena. As that section is rapidly being settled, considerable of the timber was hauled by settlers. The R. Connor Lumber Company has had a very satisfactory winter's work at Stratford and Laona, probably as good as it has had for years. The mills at both places are running full time. Lumbermen seem well satisfied generally with the winter's logging operations. Although the snow came rather later there was a good road bottom and the snow fall was just enough to make short work of hauling from the skidways. Practically all logs cut this winter are now out of the woods on rollways. For the short time the snow lasted it is said that there was never a winter in upper Wisconsin when more hauling was done. At the present time the camps are rapidly being deserted, and men and teams are coming south from the woods. Sawmills and planing mills are being started up, and with the present demand for lumber and building material the outlook for a

ready parket at good prices is encouraging

The Milwaukee Lumbermen's Supply Company of Milwaukee has been incorporated with \$12,000 capital stock. The incorporators are C. G. Forster, Charles A. Miller and E. Jurgens.

### The Hardwood Market

#### — ≺ CHICAGO ≻

Chicago continues to move along in a hopeful spirit, this condition of hope being considerably buoyed up by a really gratifying quantity of inquiries which have been developing during the last two or three weeks. It is difficult to tell the exact reason or nature of these inquiries, but it has developed that quite a number of them are based on a desire for stock and from them orders have resulted. In a great many other cases, however, they have proven themselves to be merely feelers, and those receiving them have continued to expect business where it was not forth-coming.

It is gratifying to note, however, that the local trade is standing well up to its task of attempting to hold prices against the sizeable offerings of stock which always come to the Chicago market in times of difficulty. This like other large markets is the recipient of a great deal of stock which must be moved, and of course if there is price-cutting it is to be tound here. It is useless to argue that there has been none for there has, but it is also a real fact that during the last couple of weeks lumbermen locally have taken a new heart in the face of the large number of inquiries which have been received and are endeavoring to demonstrate to the consumpt trade that lumber is good property.

the consuming trade that lumber is good property.

The final gasps of winter, which keep those depending on weather conditions in an unsettled state, are having their effect. The return of snow and cold weather after a few spring-like days has done much to disrupt local developments in the building line, and as a result a depressing effect has been felt on the part of the interior finish and the sash and door trade, building operations being still held up to a great degree.

It is a fact that sash and door houses are working mainly on stock stuff in soft woods, and as a consequence the demand for the hardwoods which usually starts about the first of June on the part of these people is not being felt.

Low grades continue to be the best sellers locally on account of the continued activity in the box field.

The furniture people are doing good business, but have not opened up in a buying way as they are very hesitant. This policy is influenced to a degree by the policy of the big consumers, who for some reason continue to hold out. However, the vast number of rush orders of small size which are constantly being received demonstrate to the lumbermen that for the most part the scarcity of orders is not due to any great accumulation of stock on consumers' yards.

Local lumbermen anticipate that as a whole the year 1914 is going to be a good one, but seem to feel that the favorable development will be held off until the last half. It appears that this prognostication in this direction will hold good.

#### ——— ≺ NEW YORK >-----

The local hardwood market, like many others, is watching and waiting. It is just about out of the most inactive period of recent years and is looking for those changes in physical conditions that are calculated to give trading a boost. The weather since early February has put a stop to all outside work and has also been the cause for much delay in receipts of cars. Most of the business placed during the past several weeks has been for prompt shipment and much complaint has been heard of delayed cars. At the present writing the elements are more favorable and signs of better times are near at hand. Prices are generally considered fair, though

# RED GUM

(Leading Manufacturers)

WE OFFER THE FOLLOWING

### **Band Sawn Stock**

4/4 Com. & Better Sap Gum

4 4 Com. & Better Red Gum

6/4 Com. & Better Red Gum

5/4 & 8/4 1s & 2s Red Gum Quartered and Plain Red and White Oak

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, INVERNESS, MISS.

# our specialty St. Francis Basin Red Gum

WE MANUFACTURE

# Southern Hardwoods ——Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK,

# ARCHER LUMBER COMPANY HELENA, ARKANSAS

Manufacturers of

# **HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY-RED GUM

### Tennessee Aromatic Red Cedar

(CAR LOTS OR LESS)

At Cincinnati we operate an exclusive codar yard, at which point we now have in stock practically 1,000,000 ft, of all thicknesses of codar.

We can make shipment of your order in carboad lots or less than carboad lots the day your order is received. Our facilities for prompt and careful hand-larg are unsupassed.

LET US QUOTE DELIVERED PRICES

Write for interesting history of Tennessee Red Cedar

# Geo. C. Brown & Company

(Main Office) Proctor, Arkansas

(Twenty miles west of Memphis on C., R. I. & P.)

# **TROUBLE?**

Are you having any lumber trouble?

Does your oak warp, split, check or honeycomb in the kiln?

Does your gum stain, buckle, twist or do the bucking broncho act?

Do you have any difficulty with split panels and defective glue joints?

Do you have to dye, stain or refill your lumber to get a uniform color?

Do you have any reclaims on finished goods from bad glue joints, finish or other reasons?

You can cure all your lumber troubles by using

# Kraetzer-cure

You don't have to buy Kraetzer-Cured Lumber—you can produce it yourself from air-dried, half-dry or green stock.

Your lumber will then dry in your kilns quick, straight and free of all defects.

We will tell you where to buy Kraetzer-Cured Lumber, if you ask us.

We will tell you about the Kraetzer Preparator, the use of which insures the quick and accurate seasoning of lumber, if you ask us.

We will send you a new and interesting pamphlet involving the entire theory and practice of steaming wood under pressure, if you ask us.

#### ASK US

The Kraetzer Company 537 S. Dearborn St., CHICAGO

some concessions are noted in ash and chestnut. In each case the decline is about one dollar. Gum is showing some improvement but is not so strong as it should be. The demand for this lumber is steadily improving in this vicinity and it is surely destined to become one of the most popular woods for interior use.

#### —≺ BUFFALO > —

The hardwood trade needs better weather to make things at all active, though trade is reported to be fair for this season. Business has been rather spasmodic for the past month, showing improvement for a brief period under the influence of a little better weather, and then tightening up again. The general feeling is that as soon as the real springlike weather arrives there will be a good amount of lumber in demand, which will strengthen the market to quite an extent. Recently there has been some cutting of prices, particularly in one or two woods.

Maple has been one of the leaders lately, and the price has been holding quite firm. Flooring in this wood has also been in very fair demand, with quotations holding steady. There seems to be plenty of plain oak offering and prices have suffered to some extent accordingly. Birch is in fair demand and some kinds of birch are unusually scarce. Poplar has been showing better inquiry with some dealers. White ash and beech are reported to be showing some increase in sales.

As spring approaches the real estate men are beginning to make plans for a busy season. It looks as if much demand would arise for building lumber within a few weeks. The south section of the city will be built up considerably this spring, owing to the development of new industrial entreprises there and the dredging of Buffalo Creek to avoid all floods, which have been annually a source of loss. About 200 new houses will be built in South Buffalo soon. It is said that a great many new houses will be built in Williamsville, north of the city.

#### → PHILADELPHIA

During the first part of March, owing to the accumulated snow and slush, which naturally has interfered with the usual quick transportation, the lumber business suffered a very material check, but if the springlike weather of the last week continues, the streets and roadways will soon be cleared and business generally much facilitated. The trade feels much encouraged over the relaxing hold of winter and an optimistic impression prevails as to an early revival of trading. Reports coming in from eastern Pennsylvania. New York and New England are favorable for a steadily rushed business, and many are confident that more money will have to be paid for lumber in April than at the present time. The sagacious lumberman realizing this is making an effort to protect himself ahead for future delivery.

Quartered oak is unchanged from a fortnight ago; red and white oak in good call with steady prices; ash stronger; poplar and chestnut hold firm. The general volume of higher grades of hardwood is about fair, considering conditions. Low grades have been fairly active right along.

#### ===≺ BOSTON >=

There is a noticeable improvement in this market in inquiries, orders and shipments, and the improvement is fully as apparent in hardwoods as in the softwoods. A superficial observer might find some dealers who, basing business on what it was a few years ago, would state that business is poor; but as a matter of fact there is a change now to more active business than has prevailed all winter. Inquiry covers quite a wide range of woods, being lightest in poplar and more especially in gum. One prominent feature is the number of orders which are wanted in a rush, which is always a sign of low stocks among the consumers and yards and a comparatively urgent need of lumber for use. In oak, both plain and quartered, in hickory, beech, birch and walnut practically all business is being done on strong market prices. There is apparently a little tendency to weakness on maple and cherry as well as on poplar and gum mentioned above. There seems to be no variation in flooring except possibly on the lower grades of oak floor. The hardwood market of Boston, like most large cities, suffers more or less from substitution for wood in some industries; the latest large element of this kind being the recent decision of the Boston Elevated Railway to floor all cars, both old and new, with a composition in place of the long used hardwood with "lattice" or wooden corduroy in the aisles. This road has had a number of cars being refloored at all times as the wooden flooring wore out. but in the future all cars bought or relaid will be supplied with the new composition which has been tried out in the Cambridge subway cars. This change may be adopted by the great Bay state system, and if so it will mean a very considerable decrease in the use of hardwood for floors in street cars used here

#### =≺ BALTIMORE >=

The developments of the last two weeks in the hardwood trade have not been of a character to give much encouragement to either manufacturer or wholesaler. A light demand has prevailed, and even where wants developed it was in many instances well nigh impossible to meet them in consequence of weather conditions. The Northeast was deep in snow a part of the time and hauling became so difficult a matter that it had to be in large part suspended. The yards resorted to an unusual expedient in numerous cases to get lumber with the least delay and trouble. Though

they carried large stocks they put in insistent calls for shipment by rail and calculating that cars could be shunted to points where the lumber was needed or sufficiently near such points to meet the immediate wants, To be sure, the situation has improved since then. Much of the snow that proved such an embarrassment has disappeared, and where there roads or other thoroughfares to drive along, the embargo has been to a large extent raised. In the country sections the deep mud that succeeded the snow serves as an obstacle that still troubles the trade. The mills especially experience difficulty in getting lumber to railroads, and other activities that involve hauling are interfered with. This tends to lessen materially the volume of lumber available for distribution and imposes a check upon the movement which has here and there caused a favorable reaction in prices. In the main, however, the returns are not especially attractive at this time, and it is altogether likely that the general business situation will have to take on a decidedly brisker tone before the quotations on lumber work back to where they stood last year. The reduction in some items is not large, being covered by \$1 per 1,000 feet, as in the case of certain kinds of poplar. Sound wormy chestnut is also quite steady at prices nearly the same as those that prevailed during the greater part of 1913. As for No. 1 common chestnut, that is a different matter, this grade having eased off very considerably and being in very much restricted call. Oak is likewise easier, though the returns realized are in the main sufficiently attractive to bring out stocks. It has been the indifferent demand rather than the large offerings that has affected values disadvantageously. It does not appear that the mills generally have extensive assortments on hand, and any decided increase in the distribution would soon bring about something like a scarcity. The buyers have not needed stocks and they have shown a marked indifference about entering into new commitments. To the rather sluggish home demand has been added quiet in the export trade. Consignment shipments have majority of the foreign markets that the buyers there hold out for low prices which the shippers cannot entertain, and the situation abroad remains in bad shape, with poplar very dull and with the necessity for curtailing the forwardings so obvious that the foreign movement is much smaller than last year at this time

#### ——— < COLUMBUS >----

Improvement all along the line is reported in the hardwood trade in Columbus and central Ohio. There is better buying both from retailers and factories and the tone of the market is better than for some time. The price list generally is well maintained and there are few cases of cutting to force trade. The prospects for the future are believed to be good and a lively trade is anticipated for the coming few months.

Yardmen are gradually accumulating stocks to be prepared for the spring rush. As the winter breaks many building operations will be started and this will mean activity among the dealers. Plans and specifications have been prepared for a large number of new structures, including business blocks, office buildings and apartments. Dwellings are also prominent in the list of new buildings projected. Vard stocks are not large and dealers are loath to accumulate them just at this time. Purchasing agents for factories are also in the market for larger orders. This is especially true of furniture, vehicle and implement concerns. The feeling in manufacturing circles shows a marked improvement and this is reflected in better orders for materials. Automobile factories are buying wide sizes at this time.

Dry stocks in the hands of mill owners are not large and this is taken as an indication of better quotations. In fact, every change made recently has been toward higher levels. Shipments are coming out better now since the railrend congestion is passing away. Collections are also improving in most sections of the country.

Both quartered and plain oak are strong and the movement is good. Prices are firm and inclined to advance. There is also a good demand for chestnut, especially sound wormy. Prices on the lower grades have shown strength recently. Poplar is another wood that is moving better and stocks are not as large as formerly. Basswood and ash are strong and other hardwoods are unchanged.

#### —— ✓ CINCINNATI >=

Bester weather has enabled yard men to handle stock to a much better advantage and there is much shipping as a consequence. Dealers admit that business is not just right by any means, but there is a very healthy tone to the market conditions and they are not a bit alarmed over the backwardness up to this time, believing that when the consuming plants lingin to run, which is fully expected before long, there will be plenty of business, as all plants are carrying very small stocks and will have to buy if they do any business at all. Plain oak is, as usual, the steadlest seller, and all grades are moving well. Quartered oak is doing very well but could improve. The good grades of red gum are still very slow, but dealers expect a better movement in this wood before the midsummer period is reached. Sap gum sells fairly well and shows some sign of improvement. There is some improvement noted in the movement of the better grades of poplar and the price remains firm. The usual move ment in low grades, which has been heavy, continues, and prices on this grade are stiffening. Manufacturers claim there is a much better future for poplar this year than there appears to be and they are well satisfied with the progress that the wood is making. The movement in all grades

# Mahogany and Circassian Lumber & Veneers

¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.

We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.

¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.

¶ You will not only find the Willey warehouses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.

¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

# C. L. WILLEY, Chicago

Largest Fancy Wood Veneer
and Lumber producing plant in the world



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

### STOCK LIST-Dry Lumber on Hand March 1st, 1914

	8" 1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
1st & 2nd Qtd. Wh. Oak, 6" & Up 92		20,000	51,000	85,000	24,000	*13,000				
1st & 2nd Qtd. Wh. Oak, 12" & Up					13,000					
No. 1 Com. Qtd. Wh. Oak, 4" & Up 27		9,000	16,000	55,000	19,000	1,000				
No. 1 Com. Qtd. Wh. Oak, 6" & Up				35,000						
Clr. Q. W. O. Strips, 2½/5½" & Up				13,000						
1st & 2nd Pi. Wh. Oak, 6" & Up	55,000	10,000	24,000		*21,000					
No. 1 Com. Pl. Wh. Oak, 4" & Up	8,000	5,000	10,000	347,000	17,000		27.000		1,000	
No. 2 Com, Pl. Wh, Oak, 3" & Up	14,000	5,000		*130,000		4,000				
1st & 2nd Pl. Red Oak, 6" & Up		26,000	28,000	*67.000	*41.000	*37,000	46,000			500'
No. 1 Com. Pl. Red Oak, 4" & Up		25,000	23,000	686,600	17,000	*43.000				
No. 2 Com. Pl. Red Oak, 3" & Up				64,000	5,000	2,000				
No. 3 Com. Pl. Red Oak, 3" & Up				32,000						
Oak Core Stock				400,000						
1st & 2nd Red Gum, 6" & Up400		172,000	400,000	358,000	163.000	162,000	17.000	10.000		
No. 1 Com, Red Gum, 4" & Up200	,000 246,000	300,000	350,000	450,000	224,000		26,000			
1st & 2nd Fig'd Red Gum, 6" & Up		15,000	30,000	15,000	4,000	2,000	2.000			
No. 1 Com. Fig'd Red Gum, 4" & Up		4,000	4,000	5,000	12,000	1,000	2,000			
1st & 2nd Qtd. Red Gum, 5" & Up				10,000	5,000	6,000	15,000			
No. 1 Com. Qtd, Red Gum, 4" & Up				12,000	2,000	3,000	5,000			
	0,000 24,000	5.000	16,000	200,000	73,000	*60,000	16,000	7.000		
No. 1 Com. Sap Gum		15,000	25,000	118,000	47,000	10,000	10,000	*,000		
1st & 2nd Sap Gum, 13" & Up				13,000	11,000	10,000				
Sap Gum Box Boards, 8-12"				20,000						
Sap Gum Box Boards, 13-17"				35,000						
No. 2 Common Gum, 3" & Up 194		236,000	77,000			148.000				
No. 3 Common Gum				100,000						
1st & 2nd Cypress						2,000				
Select_Cypress				29,000		62,000				
No. 1 Shop Cypress				22,000		9,000				
Common Cypress				7,000		42,000	22,000			
Log Run Cypress				*10,000			*67,000			
1st & 2nd Tupelo, 6" & Up				75,000						
No. 1 Com. Tupelo, 4" & Up				20,000						
Log Run Cottonwood										
Log Atta Contoninodt				13,000						
* Indicates stock dry enough to ship v	within 60 days	remainde	r of itams	roady for	immediat	a chinman	The ite	m of Core	Stook is	a enecial

\* Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Core Stock is a special grade, suitable for veneering over. This is thoroughly dry and we are prepared to quote an attractive price.

All Red and Sap Gum in grades of No. I Common and Better is Kraetzer-Cured, insuring the lumber to remain straight and flat and to be absolutely free from stain. Kraetzer-Cured lumber is of a soft mild texture and uniform in color.

We have facilities for kiln-drying and surfacing. We specialize on oak timbers, switch and cross ties, car stock, bridge and crossing



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

of hardwoods suitable for the box manufacturers is in netive demand and dealers have no complaint to make over the movement of this class of lumber. Prices on all bardwoods remain firm.

### ──≺ INDIANAPOLIS ≻=

The hardwood market has been senewhat brighter during the last two weeks than it has been previously this year. There has been an increased number of inquiries and some buying, although no exceptionally large business has been reported. It seems to be the opinion of most hardwood lumbermen that a business closely approaching normal may be expected this spring. Within the last few weeks industrial and financial conditions in all parts of the state have shown material improvement. Hardwood prices seem to be steadier than they were and no change is expected for some little time to come.

### -----≺ MEMPHIS ≻=

The hardwood market here continues fairly active, but there is some disappointment felt over the failure of a larger business to develop. It had been confidently predicted that, with the approach of spring, there world be a decided increase in the number of inquiries and also in the volume of business, but there has been nothing so far to indicate that either has been experienced. It is probable that there is an average volume of business under way but there is no rush in any direction and some outlets are slow about opening up. The recent severe weather in the northern and eastern parts of the country has, without doubt, been a retarding influence so far as domestic business is concerned, while export conditions have shown practically no improvement. Orders are principally for comparatively smaller quantities of lumber, apparently for filling-in purposes. There is a good demand for the lower grades of cottonwood and gum and plain oak has recently come in for a little larger inquiry. Oak as a general proposition is in fairly good call and prices are well maintained. Red gum is said to be a little more active, but there is no decided improvement so far in evidence. Sap gum, as has been the case for some time, is a ready seller. Ash moves without difficulty and hickory and other miscellaneous items, which are handled in a small way, are in request. Cottonwood in the higher grades is not active and there is still considerable complaint regarding the slowness of cypress, especially in grades above shops. Manufacturing operations, while somewhat reduced in some parts of the Memphis territory for one reason or another, are still pretty full here, where millmen are preparing for the better demand, which is expected later.

### ──≺ NASHVILLE ≻=

Continued quiet conditions in the Nashville hardwood market are attributed in a large measure to the severe weather that has prevailed during the month. A large proportion of the local output is shipped to the North and East, and conditions for operations have not been favorable in those sections. Business is about the same as last month, with numerous orders, but most of them small. Both quartered and plain oak are good sellers. Poplar has been moving well, considering the total volume, and sales are being made of chestnut, ash, hickory and other lines. The most active demand has been coming from the furniture factories. Prices show no material change.

### ───≺ LOUISVILLE ≻=

The bardwood lumber market is showing signs of improvement and, though business has been retarded during the current month by unusually severe weather in all parts of the country, which has hindered the development of business and has affected the hardwood trade adversely, especially by reason of the enforced inactivity in the building trades, the volume of lumber moved has been pretty close to normal. The fact that consumers are down to bed-rock in the matter of stocks is shown by the fact that a good many orders are being placed by telegraph, buyers deciding that they want what they want when they want it. Consequently, it is believed that as soon as the spring trade begins to open up and a normal restocking movement makes its appearance, hardwood concerns will have all that they can do to take care of the business. Prices are steady in most lines, some items, like chestnut, having been the medium of an upward movement on account of the scarcity of stock. Good plain cak is still quiet, but is showing signs of renewed activity. Low-grade oak is moving nicely. Quartered oak is selling well, and prices are firm. Ash is in good call, large handlers reporting a satisfactory, demand, and cottonwood is moving.

### ────≺ MILWAUKEE ≻─

Logging operations all over the Wisconsin lumber country are being brought to a close rapidly, as a result of the milder weather which is in evidence. Loggers and lumbermen worked their forces to the ulmost during the past two or three weeks in the effort to get the logs which were cut to the landings. A vast amount of timber was moved and it is believed that in most cases the largest proportion of the cut is now lying at the sidings or on its way to the mills. Many of the camps are now breaking up for the season. While the Wisconsin log cut was not so large as had been anticipated last fall, it is much larger than was expected later, considering the fact that real winter weather did not put in an appearance until the last week in January.

The favorable weather has had one good effect at least, in that it has

LATEST IMPROVED DRY KILNS AND MACHINERY

# MONOGRAM BRAND Monogram Brand White Oak Flooring

Perfectly dried and worked. Made from our own timber from one boundary, insuring uniform color and texture; manufactured at our new hardwood flooring plant.

Our Specialty:
Quarter-sawed White Oak Flooring

Thicknesses: 3," and 13 16" Standard Widths

OAK FLOORINGYour inquiries solicited. Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# **Kentucky Lumber Company**

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at

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# Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Genuine Forked-Leaf White Oak

Red and Sap Gum Red Oak and Ash

¶ We offer to the trade a remarkably SUPERIOR lumber product.

¶ Our TIMBER is virgin forest growth of the highest type.

¶ Our MILLS are new and produce accurately manufactured stock.

q Our LUMBER is all KRAETZER-CURED—treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

Q Kraetzer-cured lumber will "stay where you put it."

I Dry kiln and oak flooring plant in connection.

¶ We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

### Over One Million Dollars

in savings has been returned its members by the

### Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

### Eight Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of over four hundred of the best saw mill plants in the country. Insurance in force exceeds thirty-one million and nearly three million exceeds thirty-one million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be add to hear from you. be glad to hear from you.

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All Kinds of High-Grade

# **HARDWOODS**

S. E. SLAYMAKER & CO.

WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia, NEW YORK

# The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

**Specialties** OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

added more life to building operations not only in Milwaukee, but in various parts of the state. A decided gain for the past week and the month to date is shown by the figures at the office of the building inspector. During the past week permits were issued for building to cost \$133,806, as compared with \$87,325 the corresponding week a year ago. There have been 110 permits granted this month up to date for structures to \$215,109, as against 80 permits, representing an investment of \$134,985 during the same period in 1913.

The lumber business is beginning to show a little more life. are meeting with a better trade and most of them are beginning to find that their stocks are rather low and hardly at a point to cope with the spring rush. Dealers all over Wisconsin have been making inquiries and are now beginning to place some real orders for hardwood. The high prices which are prevailing at the present time are deterring some dealers from buying, but most retailers realize that there is little possibility of prices going lower, in view of the decreasing stocks and the increasing demand

Factory consumers are not coming forward so freely as wholesalers might wish. While stocks on hand at most of the plants are far from being large, there is an inclination on the part of manufacturers to buy only enough to supply their immediate wants. The farm implement and vehicle concerns are buying more readily than other factories, as the business outlook in their particular field is bright. Furniture manufacturers in Milwaukee and about the state are expected to place larger orders from now on, while better inquiries and a fair business are coming in from the automobile manufacturing concerns.

Prices in northern hardwoods are holding especially firm, with demand good for birch, maple and basswood. Low grade basswood is picking up, a natural result of increased activity among the box manufacturing concerns. Offerings of oak from the south are fairly plentiful, but prices seem to be holding their own and the market in this line is as firm as

### ==∹ ST. LOUIS >=

There is a little more activity manifest in the hardwood situation and there is a seasonable volume of business being done. The number of orders is increasing and inquiries are coming in more freely than for The weather is still anything but favorable for business and this is handicapping trade to some extent. The line yards and factories are coming in for orders for their early spring requirements but they are not buying as liberally as they would be doing with pleasant weather prevailing. Plain sawed white oak seems to be most in demand and quartered red and white oak are not very far behind. Red gum and bone dry ash are in fair inquiry. The prospects for all items on the hardwood list indicate an early advance in prices. Cypress conditions show renewed life. Nearly all kinds of cypress stock are being called for and the number of orders are constantly increasing. Prices are also gaining strength, especially on the upper grade material.

### ====≺LIVERPOOL≻===

There seemed to be a better tone to the market during the past fortnight and some good sales from stock were made. It is to be hoped, however, that this will not be taken by shippers as a pretext for further consignment shipments. The market has a long way to go before it really recovers its normal condition and profitable trade is once again moving. The timber quays are exceptionally busy, mahogany, hickory and oak planks being the chief features. Lumbermen state that they never before saw so much mahogany and hickory land on the Liverpool quays. Quite naturally, very low figures are ruling for both items. In the hickory market prices as low as eighteen pence per cubic foot Liverpool string measure are ruling, though this price covers wood mainly of inferior quality. Even strictly prime parcels are going at 2s/4d and it is not necessary to say that these prices are not profitable to shippers. The round hickory market is exceedingly limited and very sensitive in the face of heavy arrivals. Buyers here must have the stock, and if only a reasonable control of shipments were made, shippers could easily receive much higher prices. Mahogany was decidedly weak at the last sales and several bargains were moving. While mahogany is still very heavily stocked, there are no signs that prices will go much lower. An improvement upward is anticipated within the next month or so. In view of the heavy stock it is unlikely that heavy shipments will now be made, and though no immediate advance is likely it is thought that the bottom figure has been reached. The bulk of the stock is held in firm hands and there was no tendency at the last sales to throw stock away. On the contrary, brokers were inclined to hold for future sales and some few logs were withdrawn in this way. Oak planks were also again heavily imported during the past fortnight, but have sold surprisingly well in view of the heavy stocks. Birch is very scarce and there is hardly a log in the market of prime grade to offer. Quartered oak in prime grades is in good request and holders of  $1\frac{1}{4}$ ",  $1\frac{1}{2}$ " and  $\frac{5}{8}$ " stocks of white oak are nearly cleaned out. Tupelo buyers are not very busy at the moment and prices have sagged. The market will come again, however, if shippers will be patient, and for wide stocks an increasing trade is looked for. Cottonwood is weak, as are also the common grades of poplar. Ash lumber is very much overstocked and on no account should consignment parcels be shipped. Ash logs have been fairly good, but consignments are now foolishly pouring in and the future market is not considered very firm.

# Advertisers' Directory

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American Lumber & Mfg. Co 12		47	Penrod-Jurden-McCowen Lbr. Co.	8	Williams, Ichabod T., & Sons	14
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Williams, Ichabod T., & Sons 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon 12	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company		Hoffman Bros. Company Huddleston-Marsh Lumber Co Jarrell, B. C., & Co	65 65	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company	54 62 12
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 13	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company	14	Hoffman Bros. Company Huddleston-Marsh Lumber Co Jarrell, B. C., & Co Kentucky Veneer Works	65 65 6	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company	54 62 12 63
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 13 Yeager, Orson E. 67	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II.	14	Hoffman Bros. Company Huddleston-Marsh Lumber Co Jarrell, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Mills	65 65 6 4	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII	54 62 12 63
Williams, Ichabod T., & Sons.       14         Wilson Bros, Lumber Company.       12         Wistar, Underhill & Nixon.       12         Wood-Mosaic Company.       13         Yeager, Orson E.       67         Young, W. D., & Co.       3	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co	11 9	Hoffman Bros. Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co.	65 65 6	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co	54 62 12 63 ES.
Williams, Ichabod T., & Sons.       14         Willson Bros, Lumber Company.       12         Wistar, Underhill & Nixon.       12         Wood-Mosaic Company.       13         Yeager, Orson E.       67         Young, W. D., & Co.       3         POPLAR.	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W.	14 11 9 53	Hoffman Bros. Company  Huddleston-Marsh Lumber Co  Jarrell, B. C., & Co  Kentucky Veneer Works.  Knoxville Veneer Company.  Louisville Veneer Mills.  Memphis Veneer & Lumber Co  Natzäk, J. J.	4	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company.	54 62 12 63 ES.
Williams, Ichabod T., & Sons.         14           Willson Bros, Lumber Company.         12           Wistar, Underhill & Nixon.         12           Wood-Mosaic Company.         13           Yeager, Orson E.         67           Young. W. D., & Co.         3           POPLAR.           Anderson-Tully Company.         9	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co Gary, W. W	11 9	Hoffman Bros. Company Huddleston-Marsh Lumber Co Jarreli, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Nartzik, J. J Onio Veneer Company	49	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company.	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company. Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co. Gary, W. W Harris Manufacturing Co Hayden & Westcott Lumber Co	14 11 9 53	Hoffman Bros. Company.  Huddleston-Marsh Lumber Co.  Jarrell, B. C., & Co.  Kentucky Veneer Works.  Knoxville Veneer Company.  Louisville Veneer Mills.  Memphis Veneer & Lumber Co.  Nartzik, J. J.  Ohio Veneer Company.  Palmer & Parker Company.	4	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE.	54 62 12 63 ES.
Williams, Ichabod T., & Sons.         14           Willson Bros, Lumber Company.         12           Wistar, Underhill & Nixon.         12           Wood-Mosaic Company.         13           Yeager, Orson E.         67           Young, W. D., & Co.         3           POPLAR.           Anderson-Tully Company.         9           Atlantic Lumber Company.         48           Day Lumber & Coal Company.         49	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co	14 11 9 53	Hoffman Bros. Company Huddleston-Marsh Lumber Co Jarrell, B. C., & Co Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co Nartzik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co	49 12 8	Grand Rapids Veneer Works Kraetzer Company, The National Dry Klin Company Phila. Textile Mchy. Company Standard Dry Klin Company SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company LUMBER INSURANCE. Central Manufacturers' Mut. Ins.	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber	14 11 9 53 49 5 7	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Natzük, J. J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company.	49 12 8	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 13 Yeager, Orson E. 67 Young. W. D., & Co. 3 POPLAR. Anderson-Tully Company. 9 Atlantic Lumber Company. 48 Day Lumber & Coal Company. 49 Farrin, M. B., Lumber Company. 49 Faust Bros. Lumber Co. 14 Kentucky Lumber Company. 57	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co	14 11 9 53 49 5 7	Hoffman Bros. Company.  Huddleston-Marsh Lumber Co.  Jarrell, B. C., & Co.  Kentucky Veneer Works.  Knoxville Veneer Company.  Louisville Veneer Mills  Memphis Veneer & Lumber Co.  Nartzik, J. J.  Ohio Veneer Company.  Penrod Walnut & Veneer Co.  Pickrel Walnut Company.  Putnam Veneer and Lumber Co.	49 12 8	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII Atkins, E. C & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14	Farrin, M. B., Lumber Co Fauris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co. Gary, W. W Harris Manufacturing Co Hayden & Westcott Lumber Co. Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co. Johns-Mowbray-Nelson Co	14 11 9 53 49 5 7 51	Hoffman Bros. Company.  Huddleston-Marsh Lumber Co.  Jarrell, B. C., & Co.  Kentucky Veneer Works.  Knoxville Veneer Company.  Louisville Veneer Mills.  Memphis Veneer & Lumber Co.  Nartzik, J. J.  Ohio Veneer Company.  Palmer & Parker Company.  Penrod Walnut & Veneer Co.  Pickrel Walnut Company.  Putnam Veneer and Lumber Co  Rayner, J.	49 12 8 11 65 5	Grand Rapids Veneer Works Kraetzer Company, The National Dry Klin Company. Phila. Textile Mchy. Company. Standard Dry Klin Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. SIMON	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 13 Yeager, Orson E. 67 Young, W. D., & Co. 3 POPLAR. Anderson-Tully Company. 9 Atlantic Lumber Company. 49 Farrin, M. B., Lumber Company. 49 Farrin, M. B., Lumber Company. 49 Kentucky Lumber Company. 57 Logan, J. M., Lumber Co. 6 Vansant, Kitchen & Co. 6	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company. Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co Himmelberger-Harrison Lumber Company. Huddleston-Marsh Lumber Co. Johnson-Mowbray-Nelson Co Johnson-Tustin Lumber Co	14 11 9 53 49 5 7 51 49 9	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Nartzik, J. J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company. Putnam Veneer and Lumber Co. Rayner, J.	49 12 8 11 65 5	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company SAWS, KNIVES AND SUPPLII Atkins, E. C & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co	54 62 12 63 ES.
Williams, Ichabod T., & Sons.         14           Willson Bros, Lumber Company.         12           Wistar, Underhill & Nixon.         12           Wood-Mosaic Company.         18           Yeager, Orson E.         67           Young, W. D., & Co.         3           POPLAR.         3           Anderson-Tully Company.         9           Atlantic Lumber Company.         49           Farrin, M. B., Lumber Company.         49           Farrin, M. B., Lumber Company.         49           Faust Bros. Lumber Company.         49           Kentucky Lumber Company.         13           Kentucky Lumber Company.         6           Vansant, Kitchen & Co.         6           Wood, R. E., Lumber Company.         13	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyden & Westcott Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johns-Mowbray-Nelson Co Johnson-Tustin Lumber Co Jones & Dunn.	14 11 9 53 49 5 7 51	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Natzik, J. J. Ohio Veneer Company. Paimer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company. Putnam Veneer and Lumber Co Rayner, J. Rice Veneer & Lumber Company Sanders & Eghert Company. Stolle Lumber & Veneer Co.	49 12 8 11 65 5 65 11 44	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company. Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company. Lumber Mutual Fire Insurance Company. Lumber Mutual Fire Insurance Company.	54 62 12 63 ES.
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Williams, Ichabod T., & Sons. 14	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Harris Manufacturing Co Harris Manufacturing Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Jones & Dunn Kennedy, James, & Co Kent, J. S., Company	14 11 9 53 49 5 7 51 49 9	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Natzik, J. J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company. Putnam Veneer and Lumber Co Rayner, J. Rice Veneer & Lumber Company Stolle Lumber & Veneer Co. Thompson, W. T., Veneer Co. Underwood Veneer Co. Underwood Veneer Company.	49 12 8 11 65 5 65 11 44 45 64	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. Standard Dry Kiln Company. Standard Dry Kiln Company. Standard Dry Kiln Company. Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company. Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company. Lumber Mutual Fire Insurance Company. Lumbermen's Mut. Ins. Co Lumbermen's Underwriting Alli-	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 13 Yeager, Orson E. 67 Young. W. D., & Co. 3 POPLAR. Anderson-Tully Company. 9 Atlantic Lumber Company. 48 Day Lumber & Coal Company. 49 Farrin, M. B., Lumber Company. 49 Farrin, M. B., Lumber Company. 47 Faust Bros. Lumber Company. 49 Faust Bros. Lumber Co. 14 Kentucky Lumber Company. 17 Logan, J. M., Lumber Co. 6 Wood, R. E., Lumber Company. 13 Yellow Poplar Lumber Company. 13 Yellow Poplar Lumber Company. 13 Yellow Poplar Lumber Company. 13 RED GUM. Anderson-Tully Company. 19	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. II. Garetson-Greason Lumber Co Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyden & Westcott Lumber Co. Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co. Johns-Mowbray-Nelson Co Johnson-Tustin Lumber Co Jones & Dunn. Kennedy, James, & Co Kent, J. S., Company Kentucky-Indiana Hardwood Co.	14 11 9 53 49 5 7 51 49 9 52 49 12 4	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Nartzik, J. J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company. Putnam Veneer and Lumber Co Rayner, J. Rice Veneer & Lumber Company Stolle Lumber & Veneer Co. Thompson, W. T., Veneer Co. Underwood Veneer Co. Underwood Veneer Company. Willey, C. L.	49 12 8 11 65 5 65 11 44 45	Grand Rapids Veneer Works Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co. Covel Manufacturing Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company. Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co	54 62 12 63 ES.
Williams, Ichabod T., & Sons. 14 Willson Bros, Lumber Company. 12 Wistar, Underhill & Nixon. 12 Wood-Mosaic Company. 14 Yeager, Orson E. 67 Young, W. D., & Co. 37 POPLAR. Anderson-Tully Company. 19 Atlantic Lumber Company. 19 Farrin, M. B., Lumber Company. 19 Farrin, M. B., Lumber Company. 19 Faust Bros. Lumber Company. 19 Faust Bros. Lumber Company. 19 Faust Bros. Lumber Company. 17 Logan, J. M., Lumber Co. 6 Vansant, Kitchen & Co. 6 Vansant, Kitchen & Co. 57-68 RED GUM. Anderson-Tully Company. 19 Archer Lumber Company. 19 Archer Lumber Company. 19 Archer Lumber Company. 19 Archer Lumber Company. 19	Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Harris Manufacturing Co Harris Manufacturing Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Jones & Dunn Kennedy, James, & Co Kent, J. S., Company	14 11 9 53 49 5 7 51 49 9 52 49 12 4	Hoffman Bros. Company. Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer Mills. Memphis Veneer & Lumber Co. Nartzik, J. Ohio Veneer Company. Palmer & Parker Company. Penrod Walnut & Veneer Co. Pickrel Walnut Company. Putnam Veneer and Lumber Co. Rayner, J. Rice Veneer & Lumber Company Stolle Lumber & Veneer Co. Thompson, W. T., Veneer Co. Underwood Veneer Company. Willey, C. L.	49 12 8 11 65 5 65 11 44 45 64	Grand Rapids Veneer Works Kraetzer Company, The National Dry Klin Company. Phila. Textile Mchy. Company. Standard Dry Klin Company. SAWS, KNIVES AND SUPPLII Atkins, E. C., & Co Covel Manufacturing Company. SIMON S	54 62 12 63 ES.
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# CLASSIFIED **ADVERTISEMENTS**

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### **EMPLOYES WANTED**

#### A No. 1 FOREMAN WANTED

for Rotary Veneer plant at Memphis, Tenn. 1.1. dress J. V. STIMSON, Huntingburg, Ind.

#### WANTED.

First-class Hardwood Lumber Inspector for small mill in Northern Michigan. Salary \$2.50 per day. Opportunity for advancement. Must be able to report at once. Will not consider any one over fifty years of age.

R. HANSON & SON, Grayling, Mich.

#### WANTED LUMBERMAN

with practical experience in buying and selling hardwoods, cypress and yellow pine in car lots to the consuming trade. Party must be prepared to invest \$1,000 or more in cash. This opening is with a wholesale lumber company located in the Ohio valley, and a good chance for the right party. Address, with full particulars, stating age, experience and references

"BOX 130," care Hardwood Record.

### A HIGH-CLASS SALES MANAGER

wanted for hardwoods and white pine. Must have personal experience in grading and knowledge of the eastern market. A man of like experience to be located in Michigan. Address "Box 128," care HARDWOOD RECORD.

### HELP WANTED-MALE

In woodworking plant. Detail man, who can estimate lay-out, bill, etc., from plans and specifications in general woodworking plant. O. M. WEBER CO., INC.

North Wales, Pa. (Near Philadelphia).

### **EMPLOYMENT WANTED**

### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Sales-Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

### TIMBER LANDS WANTED

#### WANTED

Timber tracts from 300 acres to 1,000 acres; must be virgin timber and located not more than 5 or 6 miles from a shipping point. ALLEN & STODDARD, Groton, N. Y.

### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

### TIMBER ESTIMATING

#### TIMBER ESTIMATES.

Timber estimates, surveys, maps and detailed reports as to actual stand, quality and logging conditions

THOS. J. McDONALD, Forest Engineer. East Tennessee Bank Bldg. Knoxville, Tennessee.

### TIMBER FOR SALE

#### \$15,000,000.00.

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

#### FOR SALE-HICKORY

on 1400 acres in Wayne County, Kentucky, estimated at 1,000,000 feet. For further particu-

TENNESSEE HARDWOOD LBR. CO., Nashville, Tenn.

### LUMBER FOR SALE

### WANT TO GET IN TOUCH WITH

consumers of Black Walnut lumber in Ohio, Pa.. N. Y., N. J. J. M. WHITE, East Waterford, Pa

#### BUYERS OF HARDWOODS.

De you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Seliing Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

### **DIMENSION STOCK WANTED**

#### WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

#### WANTED

Birch and Maple Squares, size 2x2x30" long. LEOPOLD DESK CO., Burlington, Iowa.

#### WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

### TIMBER LANDS FOR SALE

#### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered for quick sale. Write us what you want, we have it. THE JANESVILLE ENCHANGE, Timber Dept., Janesville, Wis.

### FOR SALE-BY OWNER 2200 ACRES VIRGIN HARDWOOD

Cruised by forties. Total stumpage thirty million feet, half oak, very heavy. Santa Fe R. R. runs through 9 forties; also tram extends into tract; 3 miles frontage on Sabine River, high bank. Perfect transportation facilities. Fine logging surface. Near Merryville, La., town of 1,000 people. Write M. B. PERSONS, 1048 Lafayette St., Denver, Colo. Cruise sent on request.

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#### WOODWORKING MACHINERY

-14x6 Lightning Flooring Machines.

1-7" 4 side inside matcher, Atlantic.

1-14x4 inside matcher. 1-24x6 inside matcher.

2-10x4 outside moulders

1-9x4 outside moulder

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1-48" Thomas. -42" Perfection. 1-48" H. B. Smith. 1-54" J. A. Fay & Co.

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1-26x6 Egan & Co.

1-26x6 double surfacers, Egan & Co.

Jointers, Tenoning machines, boring machines. 3 -Circular Resaws

Belting, Shafting, Pulleys, Hangers CLEVEVAND BELTING & MACHINERY CO.,

Cleveland, O.

### FOR SALE.

- 1 R. H. 10x12 Sinker-Davis engine.
- 1 L. H. 10x12 Sinker-Davis engine,
- 1 L. H. 7x9 Chandler-Taylor engine.
- 1 Complete outfit, including steam coils and Sturtevant blower with engine attached suitable for hot air heating, etc. INDIANA WOOD PRODUCTS CO., Spencer, Ind.

#### FOR SALE

Iwo Pertube Sawma's to H P cas hach miles butting saws and lang others together with steam pump which is large choich for ample fire protection. Also several Sawheel log wagens, one heavy turn of own choice. This material is in first-class condition and can be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Langa Manager 1941N SCHROLDER LBR. CO., Georgetown, Miss.

### LUMBER WANTED

#### DRY LOG RUN ELM WANTED

50,000 it. 5 4 not over 15% No. 2 common for immediate shipment.

W A NOBLE & COMPANY Little Red All

#### WE BUY CHERRY

In every thickness and grade. We pay cash. Advise what you have. Will place orders for 11/4" for future delivery..

THE CHERRY LUMBER CO., St. Bernard Sta., Cincinnati, O.

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of Manowoon Rucords. If you have a large stock you want to sail try a few lines in this department and see what a lot of inquiries they will bring you.

### BUSINESS OPPORTUNITIES

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20,000 capacity circular mill. Good as new. location river and railroad. Can get plenty logs. One of best timber belts in the South, 35 miles from Memphis, Tenn.

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### FOR SALE-HARDWOOD MILL AND

6,000,000 ft. Red Oak, Gum and Elm timber, 4 miles from R. R. Address

BOX 1. Fairview, Ark.

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WANTED—HARDWOOD LUMBERMEN to try the Gibson Taily Book. The three-throw aluminum taily ticket cover accommodates any form of ticket desired. The use of the special triplicate taily ticket supplied, printed on waterproof paper with carbon backs makes tailies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson taily method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD.

537 So. Dearborn St., Chicago.

If you are not a subscriber to HARDWOOD REC-ORD and have a suspicion that you would like to see a copy, it is yours for the asking.

# GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets— $4\frac{1}{2}\times8\frac{3}{2}$  inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be atlached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



Aluminum Tally Covers, each \$1.00
Aluminum Tally Covers, per dozen 10.00
Patented triplicate Tally Tickets (stock form)
per 1,000
Single sheet manila (stock form) Tally Tickets

Specimen forms of Tally Tickets mailed on applicaion. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

# CHICAGO

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Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock 819 FISHER BLDG. HAR 1187

Factory Lumber
GRAY'S HARBOR SPRUCE
SOFT YELLOW FIR
WESTERN SOFT PINE
DIRECT MILL REPRESENTATION
E. B. Nottleton



# MAKE BOX SHOOKS Up to 24" Long, or LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

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If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

> it will pay you to find out about the Hardwood Record's

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One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet—

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It will prove a revelation to you.

### HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., CHICAGO

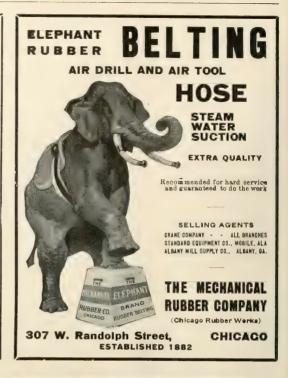
# Kiln Truck

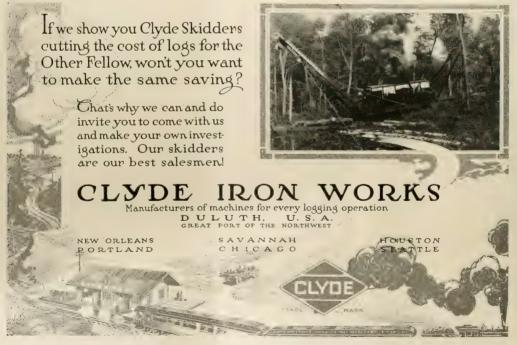


We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

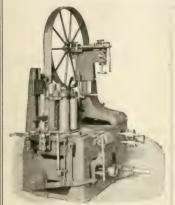
# The National Dry Kiln Co.





# "Most Valuable Machine"

a spondly not a side Line



Nov. 13th 1913

Relative to the NEW Standard 54" purchased of you will state that same is giving enand we regard it is being the most valual le machine in our plant and now do not see how we ever got along without

Roberts-Brown Lumber Co., Ltd.

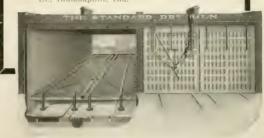
NEW Standard 54-Inch Band Resaw

Wm. B. Mershon & Co. SAGINAW MICH.

# If Somebody Wrote to You

-asking your honest opinion of the make of dry kiln you use-you wouldn't "boost" it unless it was satisfactory, would you? That's why the strong endorsements of those who use The Standard Moist Air Dry Kiln mean so much.

If you are going to be in the market for new drying equipment soon, get our catalog and note how many concerns that dry fine hardwoods are users of The Standard Dry Kiln. Then write and ask any of them. For catalog, address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.





# - Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

> Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDA-TION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.

EAU CLAIRE

WISCONSIN



# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Custom Mill Work, Storage, Inspection

ON

### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co.

Long Island City, New York

# Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

Wausau, Wis.

# For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

# VENEERS AND PANELS

OUR SPECIALTY

Highly Figured Quarter-Sawed White Oak Veneer



# PUTNAM VENEER & LUMBER CO. ROACHDALE, IND.

H. I. CUTSINGER, Gen'l Mgr.

# BOAK VENEERS (H

Sliced and Sawed Quartered and Plain White and Red Oak Ash

Walnut Cherry Maple Also Band Sawn Lumber in These Woods

Hoffman Brothers Company FORT WAYNE, IND.

CIRCASSIAN

MAHOGANY

All Thicknesses of Mahogany Ready for Shipment

RICE VENEER & LUMBER CO. GRAND RAPIDS. MICH.

# B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

### VENEERS

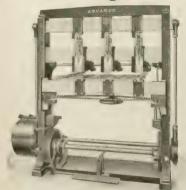
Cut right; dried right; prices right

HUMBOLDT. - TENNESSEE

# Hardwood Record's

strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

# Wire Stitching Machinery



Crates. Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES ASK FOR CATALOGUE

SARANAC MACHINE COMPANY

BENTON HARBOR.

MICH., U. S. A.



# Steel Burn- Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# The I. Stephenson Company

WELLS, MICHIGAN

### EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

WE OFFER FOR PROMPT SHIPMENT 75M 4/4 No. 2 Common & Better Basswood

Winter cut-Full log run

RIGHT PRICES

OUICK SHIPMENT

### FORMAN'S **FAMOUS** OAK FLOORING

Is made in faultless fashion from the most uniform-colored and even-textured oak produced: worked from Kraetzer-Cured lumber manufactured at our

Heidelberg, Ky., sawmills.

### Thomas Forman Company

Detroit Michigan

### Von Platen Lumber Co.

Iron Mountain, Michigan

MANUFACTURERS OF

### BIRCH BASSWOOD ELM MAPLE

200 M ft. of 8/4 No. 2 Com. 30 M ft. of 12/4 No. 2 Com. & Better Maple & Better Maple 100 M ft, of 8/4 No. 3 Com. 200 M ft, of 6/4 No. 2 Com.

& Better Birch

100 M ft of 4/4 No. 1 and 2 Com. Birch

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.-C., M. & ST. P.-W. & M.

# "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US. WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

# Scott & Howe Lumber Co.

Ironwood, Mich.

Sales Office, Oshkosh, Wis.

### Medford Lumber Co. Medford, Wis.

We Have the Following Dry Hardwood in Shipping Condition:

2 cars 4/4 1sts & 2nds Birch

2 cars 4/4 No. 1 Common Birch

1 car 4/4 No. 3 Common Birch

5 cars 4 4 No. 1 Common Hard Maple

5 cars 4/4 No. 2 Common Hard Maple

5 cars 4/4 No. 3 Common Hard Maple

3 cars 6/4 No. 1 C. & B. Hard Maple

5 cars 8 4 No. 1 C. & B. Hard Maple





# BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.

Gray Elm, Brown Ash

Pacific Coast Fir and Spruce 2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.

SPICIALTH

Oak, Ash and Poplar

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

G. ELIAS & BRO. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955=1015 ELK STREET

BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

OAK, ASH AND OTHER HARDWOODS

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street.

BUFFALO

Hugh McLean Lumber Co.

OUR SPECIALTY

QUARTERED WHITE OAK

940 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.





Vansant, Soft
Soft
Soft
Wide Stock,
Specialty

Ashland, Kentucky

Manufacturers Old-Fashioned
Soft
Yellow
Poplar
Company

EASTERN REPRESENTATIVE, John L. Cochran 601 W. 115th Street, New York City

# Little River Lumber Company TOWNSEND, TENN.

WE continue cutting Hardwoods and Hemlock out of big, smooth, clean, prime logs, and we give special attention to the making of stock that is hard to make and is required in heavy thicknesses and special widths and lengths. We are in shape now to cut Poplar, in any widths or thicknesses desired. Also are getting into the mill a fine lot of Chestnut logs that can be cut to order. A little later on will be glad to talk Southern Mountain Maple with you—IT IS SURE FINE. Also Hemlock in all widths and all grades.

We Continue to Solicit the Business of

Discriminating Buyers of High Grade Smoky Mountain Hardwoods and Hemlock

# Forty (40) Carloads of Rotary Cut Veneer

In our warehouses at Burnside, Ky., ready for IMMEDIATE SHIPMENT. This gives an idea of the quantity of rotary cut stock we carry on hand in the standard thicknesses and sizes of POPLAR, OAK, PINE, CHESTNUT, ASH, WALNUT, etc. Quality of stock and service cannot be excelled, and our prices are right.

Chicago Veneer Company, Inc., Danville, Ky.

# YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT

BASSWOOD

White Oak Flooring

SPECIALTY QUARTER SAWED WHITE OAK

Goal Grove, Ohio, U.S. A.

LUMBER CO

# Figure Recurrence of the second secon

Nineteenth Year, Semi-Monthly.

CHICAGO, APRIL 10, 1914

| Subscription \$2. | Single Copies, 10 Cents.



We are prepared to ship promptly on receipt of order

# Hardwoods of All Kinds

from our Philadelphia Yard or direct from our Mills.

Specialties

7 in. x 24 in. No. 1 Heart Split Cypress Shingles.

5-8 Soft Yellow Tennessee Panel Poplar 18 in. and over.

J. Gibson Mcllvain & Co. 1420 Chestnut Street, Philadelphia, Pa.

# Memphis Band Mill Co.

Wholesale Manufacturers

# **LUMBER**

# Special Stock for Quick Shipment:

3/4" 1s & 2s Qtd. White Oak..... 40,100"

3/4" No. 1 Com. Qtd. White Oak. 46,400"

3/4" 1s & 2s Plain Red Oak.....125,200"

3/4" No. 1 Com. Plain Red Oak . . 22,400'

5/4x10" & Up R. O. Step Plank.. 9,700"

6/4x10" & Up R. O. Step Plank... 24,700'

Write, wire or telephone us for prices, also for quotations on other Hardwoods

We Manufacture Our Own Lumber and Our Trade Mark Is OUALITY

**Memphis** 

Tennessee



### Cartier-Holland Lumber Company



### Special List Stock for Furniture Trade

75,000' 4/4 Sel. End Dried Winter Cut White Maple

20,000' 8/4 No. 1 Com. & Btr. Unselected Maple

14,000' 4/4 Log Run Michigan White Oak

30,000' 4/4 Log Run Michigan Soft Elm

46,000' 6/4 Log Run Soft Maple

100,000' 4/4 Log Run Beech

20,000' 6/4 Log Run Beech

50,000' 8/4 Log Run Beech

### **CRATING STOCK**

275,000' 4/4 Mixed Widths and Lengths Pine Crating

1,200,000' 1x4" White Pine Crating

150,000' 4/4 Mixed Widths and Lengths Nos. 2 and 3 Common Basswood

RFMFMBFR, We perform whatever mill work you require. The 8/4 Maple mentioned above runs 85% 1sts and 2nds.



# Michigan Trust Building Grand Rapids, Mich.



Mill: Ludington, Mich.

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# BASSWOOD

We Offer for Prompt Shipment

1 x	4 Clear Strips100	M
1 x	6 to 11" 1's and 2's 34	M
1 x	3 No. 1 Common 30	M
1 x	4 No. 1 Common	M
1 x	5 No. 1 Common	M
$1 \times$	6 No. 1 Common 90	M
4/4	No. 1 Common	M
4/4	No. 2 Common 50	M
4/4	No. 3 Common	M

March 13, 1914

# COBBS & MITCHELL, Inc.

Sales Department

CADILLAC MICH.

# Mitchell Brothers Co.

Dry Stock List

### CADILLAC GRAY ELM

Cadillac, Mich.

March 13, 1914

4 - 4	Cadillac Gray Fim 15 & 25
4/4	Cadillae Gray Elm, No. 1 (lommon
4 4	Cadillac Gray Elm. No. 2 togaph 6
12/4	Cadillac Gray Elm, 1s & 2s 5 M
4/4	White Maple, end dried (clear) 10 M

### CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber trhich has been manufactured and seasoned properly, and grades which have not been blended to meet price competition send us your inquiries.

WE SELL ONLY MITCHELL'S MAKE

# W. D. YOUNG & CO.

MANUFACTURERS

# FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED MATCHED OR JOINTED POLISHED AND BUNDLED

### Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK

WRITE FOR PRICES

BAY CITY,

:

MICHIGAN

THE

# Kneeland-Bigelow Company

### Hardwood Manufacturers

150,000 ft. 6/4 No. 2 Common & Better Beech 12,000 ft. 10/4 No. 1 Common & Better Basswood 50,000 ft. 6/4 No. 3 Common Elm

All of the above stock is nicely manufactured, being band sawed, trimmed, and well sessoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.





### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and hous to care for it—also grives—and is free.

# The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

# Clarence Boyle, Inc., 312 Portland Block Chicago WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

### Hayden & Westcott Lumber Co. SPECIAL RAILROAD DEPT.

Hardwoods :: Softwoods 823 Railway Exchange Building, Chicago, Ill.

# FLANNER-STEGER LAND & LUMBER CO.

WANTED-TO MOVE QUICK

2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD 4 CARS 3" ROCK ELM BRIDGE PLANK 800,000 FEET NO. 3 HEMLOCK 100,000 FEET 4/4 BOX COMMON BIRCH

### SEND US YOUR INQUIRIES

MILLS: BLACKWELL, WISCONSIN

GENERAL SALES OFFICE 1704 STEGER BLDG., CHICAGO, ILL.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.



# CIRCASSIAN WALNUT VENEER

Lot No. 1. 9 flitches, 16000 ft., average value 4c per foot Lot No. 2, 13 flitches, 23100 ft., average value 2c per foot

A Discount of Thirty Per Cent Offered First Cash Buyer

Huddleston-Marsh Lumber Co., 2258 Lumber St., Chicago

#### CIRCASSIAN WALNUT AMERICAN

R. S. BACON VENEER CO.

Veneer Mill and Warehouse

213 N. Ann St. CHICAGO

# MAHOGANY

### Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash And Other Northern Hardwoods

In the Market for Round Lots of Hardwood WRITE US BEFORE SELLING

Fisher Building, CHICAGO

'PHONE HARRISON 1984

### WE HAVE

DOOR STOCK, CUT TO SIZE OR IN SHEETS. POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS. CROSSBANDING, FACES, BACKS, DRAWER BOT-

TOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED
HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L. MILLIONS OF FEET ON HAND AT ALL TIMES WRITE IS ABOUT IT

J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

# I PAYNER

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also oper ated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. Mention This Paper NEW YORK CITY

### CHOICE BIRCH AND MAPLE—10.500 ACRES

I offer the above tract of best quality and splendidly located timber in Ontario, ten miles from Sault Ste. Marie, Ontario, a town of 25,000 population. Will cut 90% birch and maple. Estimated by George F. Beardsley, cruiser of Grand Rapids, Mich. Location and mill site on deep water. Can ship either by water or rail. Lands in fee simple-no crown dues, no export restrictions. Close to American Soo. Easy logging. Reasonable price and terms.

William H. Ranson, Sault Ste Marie, Mich.

# KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

# VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

### QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

### QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED GEDAR LUMBER

BAND MILLS AT VESTAL A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER,

J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres.

C. R. SWANN, Sec'y and Treas.

# J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS HARDWOODS AND PINE POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock: WHITE OAK-Plain or Ouartered.

RED OAK-Plain or Quartered. CHESTNUT BASSWOOD

POPLAR WHITE PINE Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

### "THE VERY BEST"

ASH, CHESTNUT, RED OAK, WHITE OAK, PINE, POPLAR and WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

### What Veneer and Panel Consumers Will Use in 1914

This information is shown completely in our new correction pamphlet (off the press this week), which revises our veneer and panel consumers' requirements lists complete according to 1914 requirements. The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us

give you the details.

HARDWOOD RECORD.

CHICAGO, ILL.



HIGH SPEED RETURN SKIDS DWNHILL OS WELL OS UPHILL

Brunch Offices - Souttle Agencies Canada, Canadian Allis Chalmers Ltd. New Orleans Woodward Wight & Co. Ud.



# Lumber Dried As Never Before

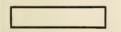
SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

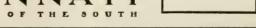


### SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.



# CINCINNATI



### $\mathbf{Y} \mathbf{O} \mathbf{U}$

Are making a MISTAKE if you do not try our Plain Oak, Quartered Oak and Poplar.

25,000,000 feet of all grades and thicknesses on hand AT ALL TIMES

For texture, color and manufacture it cannot be excelled.

### The Mobray & Robinson Company

Quicksand, Ky. Viper, Ky. West Irvine, Ky.

MAIN OFFICE CINCINNATI, OHIO Cincinnati, O. Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y.

# RED GUM

Write us when you want BONE DRY stock High Grade Fine Widths Good Lengths

BENNETT & WITTE 224 West Fourth St. CINCINNATI. O. W. E. HEYSER, President WEAVER HASS, V. President BENJAMIN BRAMLAGE, Sec'y & Treas.

# The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS Winton Place Cincinnati, Ohio

BRANCH YARDS AND MILLS West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

# COMPANY

Kansas City and Helena, Ark,

GENERAL - KANSAS CITY, Mo. OFFICES-

Send all inquiries to General Offices, Kansas City, Mo.

Kansas City Plant Exclusively

Helena Plant Exclusively

# WALNUT LUMBER AND

Rotary Cut Veneers VENEERS

American and Circassian

Red Gum-Oak Poplar - Elm Cypress — Pine

Dry, Flat Stock

# PENROD WALNUT & VENEER PENROD-JURDEN-McCOWEN LUMBER COMPANY

Band Mills and Offices:

Brasfield.

Arkansas

We offer for immediate shipment

DRY

RED GUM

RED GUM

Ouartered 4 cars 4/4 1's and 2's 3 cars 4/4, 1's and 2's 2 " 5/4 1 car 6/4 65 5/4 44 1 car 6/4 1 " 8/4 1 " 10/4 8/4 3 cars 4/4 No. 1 Com. 2 cars 4/4 No. 1 Com. 1 car 5/4 1 car 5/4 6/46/4 6.6 8/4 66 8/4 " 10/4 46 10/4

# The Famous Cache River Gum Band Sawn—Flat—Dry

Plain and Quartered Red and White Oak always in stock

# TEARN 6 UDINGTON @ SERVICE

# HARDWOOD SPECIALISTS

### Service First

20,000,000 feet of dry Hardwood for immediate shipment.

We've got what you want when you want it.

OUR SPECIALTIES

**Planing Mill Work Dimension Stock** Kiln Drying

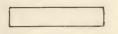


### **Our Special Offer**

30 M 1 x 4 and 5" No. 1 Common Basswood 6" No. 1 Common Basswood 6" No. 1 Common Basswood 7" No. 1 Common Basswood 7" A 8" No. 1 Common and Basswood 7" No. 1 Common and 5 M 5/4 No. 1 Common Beech 60 No. 1 Common Birch Wider No. 1 Common Birch 4" A 4" A 4" FAS Soft Gray Elm 50 M 6/4 FAS Soft Gray Elm 50 M 6/4 FAS Soft Gray Elm 50 M 6/4 No. 1 Common White Maple 75 M 4" No. 1 Common Hard Maple 70 M 10/4 No. 1 Common Hard Maple 70 M 10/4 No. 1 Common Hard Maple

Write for Bargain Prices

The QTEARNS SALT & LUMBER CO. LUDINGTON, MICH.



# THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

# John B. Vates Lumber Co.

MANUFACTURERS AND SHIPPERS OF

# West Virginia Hardwoods

We make prompt shipments of high grade lumber at attractive prices

SEND US YOUR INQUIRIES, AND LET US QUOTE YOU

Pennsboro, W. Va.

# Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

# Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood One car 4/4 1st and 2nd Basswood Three cars 4/4 No. 2 common Basswood Two cars 4/4 No. 3 common Basswood Two cars 5/4 common and better Chestnut Three cars 8/4 common and better Chestnut Three cars 8/4 common and better Red Oak Four cars 4/4 common and better Red Oak Two cars 4/4 No. 2 common Red Oak BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day Charles K. Parry & Co. Sole Selling Agents Philadelphia

### Write us for description and prices on the following stock:

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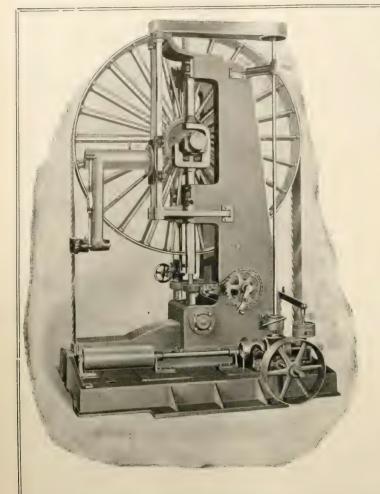
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Makers of Hoosier Saw Mill Machinery

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48,000	8-4 1	s and	25	2,000	16-4	No. 1	common
12,000	10-4 1	s and	25	520,000	4-4	No. 2	common
16,000	12-4 1	s and	28	72,000	6-4	No. 2	common
5,000	16-4 1	s and	25	5,000	10-4	No. 2	common
560,000	No. 1 C	ommo	n	50,000	5-4	No. 2	common
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# PENROD WALNUT & VENEER COMPANY Kansas City, Missouri

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38,000	4-4	is and	2s	22,000 8-4 No. 1 common
21,000	5-4	is and :	2 S	15,000 10-4 No. 1 common
18,000	6-4	is and :	2S	3,000,000 Figured Butt Ve-
21,000	8-4	1s and	25	neers
		is and :		2,000,000 Figured Long Ve-
35,000	5-8	No. 1 cc	mmon	neers
48,000	3-4	No. 1 cc	mmon	Plain Walnut Veneer Cut to
90,000	4-4	No. 1 cc	mmon	Size

### SANDERS & EGBERT COMPANY, Goshen, Indiana

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50,000	5-8 1	s and	28	3,000	6-4	1s and 2s
50,000	3-4 1	s and	28	10,000	5-8	No. 1 common
3,000	4-4 1	s and	2s	20,000	3-4	No. 1 common
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50,000 115,000 175,000 150,000 50,000 60,000 30,000	1-2 1 5-8 1 3-4 1 4-4 1 5-4 1 6-4 1	s and s and s and s and s and s and	2S 2S 2S 2S 2S 2S 2S	50,000 50,000 100,000 144,000 155,000 30,000 20,000 80,000	1-2 5-8 3-4 4-4 6-4 8-4	No. No. No. No. No. No.	1 1 1 1 1	common common common common common common common	
16,000	8-4 1	s and	25						
12,000	12-4 1	s and	25	140,000	4-4	No.	2	common	
12 000	16-4 1	s and	2S						

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West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

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Hardwood Record

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Hardwood Lumber

GRADES AND THICKNESSES

Oak and Ash Our Specialty

VENEERS Sawed, Quartered White Oak



### Standard for 37 Years Covel Saw Machinery

The machine shown will automatically sharpen band resaws from 1" to 6" wide, and it is not necessary to touch the saws after they come off the machine.

Our entalog is free. Ask for it. COVEL MFG. CO., Benton Harbor, Mich.

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Kiln-Dried



Hollow Backed and Bundled

**Polished** 



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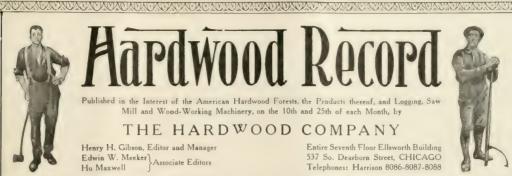
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# **ICHABOD T. WILLIAMS & SONS**

Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street **NEW YORK** 

910 So. Michigan Avenue CHICAGO



# ardwood Recor

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

### THE HARDWOOD COMPANY

Henry H. Gibson, Editor and Manager Edwin W. Meeker Associate Editors Hu Maxwell

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Vol. XXXVII

CHICAGO, APRIL 10, 1914

No. 12



# Review and Outlook



HARDWOOD RECORD staff takes this occasion to voice its deep appreciation of the many kind expressions which have come to us since the death of our late editor, Henry H. Gibson. It has been a substantial consolation for the loss which has been sus tained in feeling that Mr. Gibson had so many and such loyal

The institution which he founded, HARDWOOD RECORD, will continue to fulfill its mission as an organ representing the hardwood interests of the country, and will continue as a medium between the manufacturer and consumer of products of the

HARDWOOD RECORD hopes that its friends in the allied hard wood and veneer trades will continue to have the same kindly feelings that they have expressed in the past, and will use what HARDWOOD RECORD can offer on any and every occasion that might present itself.

### General Market Conditions

THE TWO MOST FAVORABLE DEVELOPMENTS in the gen eral field during the last couple of weeks have been an increased development of demand from foreign markets, which is probably a result of a gradual tendency toward more favorable freight rates and material strengthening in the quartered oak markets. It cannot be said that these developments have resulted, or will result, in generally strengthening the hardwood situation, which at present is still in rather an unsatisfactory condition generally speaking, but these two features are of real importance, indicating a tendency to broadening out a demand and a consequent stiffening of prices. The situation abroad, as reported by several large exporters, is not in first class shape by any means, but there is a decided indication that there will be a trend toward normal conditions which will eventually lead up to resumption of old time form in export trade.

The situation throughout the eastern states continues to be rather dull, although there has been some "chirping up" both in volume of inquiries and in total sales. Sales continue, of course, to be of a rather unsatisfactory size, but as a general proposition prices are being held in excellent form. There is no reason to anticipate anything further in the way of slumps in values.

Regarding the railroad business: This proposition, according to available reports, seems to be based entirely upon the possibility of securing the 5 per cent increase in general freight rates. As a matter of fact, railroads are simply trading around among the different shops of the various lines throughout the country, accord ing to the immediate requirements of each shop, and are practically out of the lumber market in their lines of purchases until such time as they know which way the question of increased revenues will be decided.

Several prominent railroad officials have put themselves semiofficially on record as stating that the granting of the 5 per cent increase would mean an immediate return to the purchasing field.

Favorable logging conditions in some sections of the southeastern hardwood territory are being seriously threatened by excessive rains, which have washed out railroads and held up the shipments of logs and lumber. This condition has not yet approached anything generally serious, but for some concerns located in that territory it has assumed serious proportions, as they are not sure on taking orders of their ability to make deliveries.

The general opening up of building weather will unquestionably stimulate demand from retail yards and, in fact, this stimulus has already been pretty widely noted and is the strongest point in consuming trade today. Orders are fairly plentiful and of good size and at prices which are, while not entirely satisfactory, at least at a reasonable level. The situation as it can be viewed, considering late developments in general business conditions, offers real encouragement which is based on a stimulus in inquiries above noted, the tendency to hold prices firm, more favorable situation in foreign conditions, applied to hardwood lumber in particular, and a general note of optimism which continues to be evident everywhere. It is, of course, true that big business is still holding the clamps tight, but it cannot be said that this policy is a result of anything more than a conservative regard for the tremendous investments which are involved. The general outlook bespeaks a necessity for steady continuance in a conservative way, but nevertheless presages a steady development in demand and a steadily augmented strengthening in prices.

### The Cover Picture

HARDWOOD FOREST SCENE near Jacksonville, Fla., is A shown in the illustration on the front cover of this issue of HARDWOOD RECORD. The picture was furnished by the J. C. Turner Lumber Company, of New York, which owns the land. In the language in use in that state the type here shown is called hummock or hammock land. It is distinguished from the flat swamps, where palms grow, and likewise from the sandy tracts covered with pines. The hummocks are low ridges or slight elevations, and they are usually underlaid by reefs or ledges of corral or limestone. Generally that class of land is very stony. Its soil is thin, except in depressions among rocks, where decaying leaves and other vegetation have accumulated during long periods and changed into black humus.

The three types of Florida forests are quite distinct. The palms

poses? The collappearance; the pones form thin stands with a tile root, leave except gross and saw pains tto, while the hammook forces, are thick, somewhat tangled with limby and learning trees, and saidly the leaf entopy is very dense. Many of the hardwoods or corting in such torests are exception or an nearly evergineen that the branches are practically always covered with leaves. Often the foliage hangs full twelve months, and the old fulls as the new appears. Some of the oaks which shield their leaves in automorphism on the here retain them the whole year.

The Foot is landwood forests are not generally so variable as the extraction states or other southern states. The trees are of inferior size and usually of poor form. Many exceptions to that rule should be noted, particularly in that portion of Florida adjacent to Georgia, where deep red soil prevails. Further south among the hummocks the type of forest is fairly well represented in the cover illustration. Some trunks are shapely, but the majority lack the symmetry and also the size which prevail among the hardwoods of the Mississippi valley, the Appalachian region and the Lake States.

However, Florida is richer in hardwood species than any other stati. Vearly two hundred kinds of trees, large and small, grow there. Most of them never find then way to sawnills, because of small size, poor form, and scarcity. Species from the tropics have numerous representatives in the southern part of Florida. Some of the islands nearly touch the torrid zone. A little mahogany still grows there, though the commercial stand was depleted sixty or seventy years ago. The oak, which is most in evidence and which is shown in the accompanying illustration, is the common live oak of the southern states. It sometimes attains large trunk diameter, but usually only when it grows in open ground. Some of the wood is of excellent quality, but the tree has never appealed to lumbermen. Its trunk is too short, or if long it is apt to be crooked. Besides, the Florida live oaks are victims of numerous tree diseases which render the trunks unfit for use.

The hummock land, if not too rocky, is fine for orchards and truck gardens, and much of it is being cleared for that purpose. A well wooded hummock is a place of great beauty and interest and some have been converted into pleasure resorts. Such, in fact, is the present use of that shown in the cover picture.

### Importance of the Exposition

As 18 APTLY PUT IN AN ANNOUNCEMENT gotten out by the Hardwood Manufacturers' Association of the United States, "the importance of the Forest Products Exposition to be held at the Coliseum, Chicago, April 30 to May 9, and at the Grand Central Palace, New York City, May 21 to 30, presents the great shop window of the industry to every lumber dealer, manufacturer, distributor and specialist, for trade, educational and attractive reasons."

An attempt has been made elsewhere in this issue of HARDWOOD RECORD to analyze the subject as it pertains directly to the lumbermen's most vital interests, and as it should be viewed by most of the lumber and kindred trades.

There is a real gratifying enthusiasm exhibited both in the taking of space and in plans for the exhibits to be shown. It is unquestionably a fact, judging from present indications and suggestions as to developments as offered by the manager of the show, that it is going to be one of the most educational and one of the most eminently successful and enthusiastically attended expositions ever attempted. It is needless to urge its importance to the lumber industry in all of its phases, but HARDWOOD RECORD takes this opportunity of urging every member of the trade to do his utmost to stimulate attendance from out-to-town interests at either the Chicago or New York shows. It will be well worth the time and attention of any home-builder of the country regardless of the character of the structure which he is contemplating or owns, or whether he is merely a cliff-dweller in the modern city flat.

In short, the exposition will offer many wholesome out-of-door features which will appeal to everybody. It will be so radically different from the cut-and-dried expositions which have been featured by advocates of substitutes for so long that it will be like a breeze from the pine woods. Lumbermen must not forget to do their part!

# Conditional Endorsement of Freight Rate Advance

THE HARDWOOD MANUFACTURERS' ASSOCIATION of the United States has put itself on record as being open-minded in the question of the proposed 5 per cent horizontal advance of freight rates in the official classification territory. Seemingly from through Secretary W. H. Weller, it suggests that possible good effects will accrue, upon granting to the railroads this requested increase in revenues, through increased purchases which will undoubtedly result.

Following is a copy of a telegram recently sent to the Interstate Commerce Commission by the association:

"At its meeting here (Cincinnati) today (March 4), it is the unanimous consensus of the executive board of the Hardwood Manutacturers' Association that freight rates on lumber are proportionately higher than or any other commodity. We realize, however, that it is necessary for the railroads to have a reasonable advance in their rates at this time, and therefore favor the same providing that a readjustment will be made later, placing lumber on a fair basis as compared with other commodities."

The Hardwood Manufacturers' Association advances the logic of simply advancing general rates on all commodities in order to tide over the present decided stringency which seems to have been shown in railroad revenues, and the feasibility of adjusting the general preportion between rates on various commodities after the general advance is made rather than holding up such advance merely in anticipation of the possibility of making such adjustment beforehand.

It is significant that various other lumber associations throughout the country have taken the same attitude on this question.

### Important But Not Final

THE IMPORTANCE PLACED UPON A RECENT DECISION of the Supreme Court of the state of Mississippi in a controversy which has been going on in that court for the past four years, between the Edward Hines Lumber Company and the state, has not been unfully expressed in reports on that decision.

Briefly, this controversy had to do with the state law specifically forbidding corporations operating within the state to acquire and own more than a specified amount of property. It seems that the Edward Hines Lumber Company acquired considerably more than was lawful under the state law, and the commonwealth brought proceedings to confiscate the property of this company in excess of the amount lawful under the state law. The company, of course, fought the case to the utmost as property valued at millions of dollars was at stake.

The decision handed down specifies that according to the provisions of the law, the penalty to be imposed for violation of it is the forfeiture of the company's charter in the state and the confiscation of the excess property. The opinion contends, however, that inasmuch as these two penalties are specified as being applicable together, it is not legal to apply one without the other. Hence, as the company does not operate under a Mississippi charter, it would be impossible to nullify a charter granted by another state. Therefore the Edward Hines Lumber Company has won at least the first battle in this controversy.

It appears, however, that the question will be somewhat strung out on account of the suggestion offered by the court to the effect that steps should be taken to amend the law making it possible to confiscate excess property independently of the condition of the charter.

### Casualty Insurance for Lumbermen

A NEW INSURANCE COMPANY is preparing to begin business in this country. It will write casualty risks for lumbermen, as is implied by its name—Lumber Mutual Casualty Insurance Company. The preliminary steps in organization were taken in New York City in March, and temporary officers were chosen, while the by-laws and other features of the plan were prepared for submission to the New York Insurance Department for approval.

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production of the state of the transfer to the state of the st engaged in the lumber business in the United States, in mill, forest, and yard. Conditions under which they work and live are somewhat different from those of the majority of workers in other lines, and insurance which considers those conditions specially, should appeal to Particle of the second will be ready for business. The lists of officers and directors, which min reserved a certain of months of the same, continue the reserveof talkers, to store hat.

### Getting Ready for the National Convention

B UFFALO SEEMS TO HAVE BEEN unusually blessed this year in the matter of important lumber conventions, it having entertained the National wholesalers early in March, and now being slated to receive the National Hardwood Lumber Association, which numbers something like 906 members. This convention will take place at the Hotel Statler, June 18 and 19. The Buffalo lumbermen have shown their metal by the entertainment offered at the wholesalers' convention, and it is expected that they will surpass all previous efforts in connection with the National hardwood meeting as plans are already being perfected to take care of the vast number of

President Arthur W. Kreinheder of the Buffalo Lumber Exchange called a special meeting of all committees that have been appointed. for the purpose of completing arrangements, and each committee has been given a definite idea of what it is expected to accomplish in order that plans may be perfected as rapidly and as completely as possible.

It is, of course, customary to say in anticipation of any convention that it promises to be one of the best ever held, but it can be truthfully said in connection with this gathering of National hardwood men, that there is no room for doubt, considering the vast membership, the advantages offered by Buffalo, plans for entertainment and other features, that no other convention ever held by the National Hardwood Lumber Association will have been more satisfactory than the gathering at Buffalo in June.

### The Flood Situation

PRESENT INDICATIONS are that the lower Mississippi valley will escape serious flood visitation this spring. The season is far advanced and no large volume of water is yet under way from the head streams to the lower reaches of the Father of Waters. There may be heavy rains over extensive areas which will change the situation yet, but such are not anticipated. Unusual storms would be necessary to produce destructive Mississippi floods under present and prospective circumstances. Little snow lies in the upper Mississippi valley; the same situation obtains on the headwaters of the Ohio. The snows on the upper tributaries of the Missouri are a long way off, and they are not particularly heavy. If a late spring flood goes down the Mississippi this year it will be produced chiefly by rain, with little assistance from melting snow. Such is not

Nevertheless, the flood peril remains in the lower Mississippi valley as a perpetual menace. One year may miss, but another will hit. Unfortunately, when immediate danger is not apparent, the people are prone to forget the necessity of preparing for trouble; but when the danger comes, it is too late for adequate preparation,

Bills are before Congress which provide extensive, and what is believed to be adequate flood protection for the low country along the Mississippi. The bills have not yet become laws, and after they are made effective, if they ever are, years will be necessary for the carrying out of the plans. Meantime, floods will periodically go down the rivers and cause destruction of property on thousands of miles of inundated land.

levees along the lower reaches of the streams. Tributary rivers are and improved forest conditions near the sources. The storm water

### Standardizing Veneers and Panels

tardants in the development in the use of veneers and panels in cabinet, interior and similar work, has been the lack of standardized sizes and thicknesses for various purposes. The growth of the use there has been of late a decided tendency on the part of manufacturers to endeavor at least to standardize specifications as to sizes, thicknesses, etc., for different classes of work, and this idea as it

There is really no excuse for lack of standard sizes in practically all lines and uses, as such standard specifications would be comparatively easy to formulate with a little application of the right kind. The lack of standard sizes makes vencer and panel work more expensive in every way as it obviates the possibility of continuous operations on stock goods during times of slack orders for special work. and it is entirely practical that if the manufacturer could go ahead accumulating stock of standard dimensions and specifications when things are a little slow in the other lines, he would be able to materially reduce his average cost of production.

It is to be hoped that work in this direction will progress as favorably as it has of late, and that eventually the proposition will so far as is possible be standardized in every way.

### Steel Ties and the Sunday Supplement

PRAT RANKING AUTHORITY (2), the Sunday supplement of a well-known metropolitan daily, avers that steel ties will eventually prove the salvation of the railroads and of all those who travel on them either by force of necessity or for pleasure. It avers that the wooden tie has proven a veritable terror as a cause of wrecks, resulting in an endless succession of accidents due to spreading rails, and that the more stable security offered by the employment of such a solid material as steel will not only offer additional comfort, but will offer absolute safety and incalculable saving in the cost of maintenance.

Inasmuch as the main contention was based on the safety factor. it is probably well to take up that point first. A little investigation on the part of the writer of this story, which would be humorous if it were not read by several hundred thousand gullible and uninformed people, would have disclosed the fact that the main cause of rail spreading is not failure of the ties, but failure of the spikes which are made of the same metal as this writer proposes to put into the ties themselves, namely steel. It can probably be safely stated that not one case of rail spreading in a hundred is caused in any way directly by the ties themselves.

As to the factor of comfort: The various unsuccessful experiments which have been made here and abroad have left no room for arguments as to which is the more comfortable tie to ride on-the wood or the steel, with the modern methods of preserving acomer ties the life of such tie material is infinitely greater than the life of steel ties. Subject to the trying conditions of part contact with soil and part contact with air, the question of rusting out would be a matter of but a short time. Such rusting would further be insidious and difficult of ascertaining until such tie had claimed its toll of life and property by failing at the crucial moment.

This is but another of the misguided and unwarranted attacks upon products of the forest, which it is hoped will be somewhat nullified in their effect by the Forest Products Exposition.



# Value of the Wood Exposition



The approaching Forest Products Exposition in Chicago and New York has not been called into existence for amusement and entertainment. Its purposes are serious, and unless those purposes shall be carried out, the object will be defeated.

The fight for substitutes is on. Pretty much everything under the sun is being tried as substitutes for wood, and the campaign is vigorous. Lumber is being placed on the defensive by dealers who have other materials to sell and who are trying to secure markets by conveying the impression that there is not enough wood to go around or that other things much better have been found to take its place.

Every exhibitor should resist that campaign. There is enough timber, and for most purposes for which it has been used it is superior to substitutes. These facts should be shown by examples. Wood ought to be given an opportunity to tell its own story at the exposition. If it is given that chance it will make good. It is plentiful and of abundant kinds. Its range of uses is almost as wide as American industries. Notwithstanding this fact, efforts more or less successful are being made to discredit this high-class material and to displace it in order that inferior substitutes may take precedent.

That movement can best be defeated by a fair and honest showing of what wood is good for. The exposition should do this. Whoever places an exhibit there should make it tell the story of wood's usefulness and superiority.

The Northern Hemlock and Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association have combined their exhibit and will have a bungalow trimmed with basswood siding, northern white cedar shingles, the living room finished in elm, with red birch flooring; the dining room in birch, with red birch floor; the bedroom white maple, with birdseye flooring; bathroom, white birch, with white maple flooring; birch in kitchen, with unselected maple floor, and the porch floor and ceiling of tamarack.

The decorative scheme at each exposition will be appropriate and extensive, including growing boxwood hedges as dividing rails and asisles in the main portion of each exposition, natural and artificial branches and leaves, bark and trees, to carry out the forest atmosphere. The Redwood Mill Owners' Association, with its display of California redwood, will have a bungalow of two rooms, exterior of boards from house and barn built at Fortuna, Cal., in 1853. The interior will be trimmed in the finished product, and an incident will be a redwood table 72 inches long, the length of the table being the width of the plank.

Some of these matters bear only indirectly on the practical, modern uses of lumber, but the decorative features, and even the strange and unique, cannot be wholly ignored in an exposition which is intended to appeal to the general public, and which, in order to be successful, must attract many visitors.

Details of exhibits are slow in forthcoming, due largely to the process of preparation, and the prospective exhibitor is more or less unwilling about claiming things that might not be shown, or outlining original plans and devices that are intended as surprises and naturally withheld until the opening of the exposition. The initial exposition opens at the Coliseum, Chicago, April 30, and continues until May 9, and during this time it is expected a number of important regular or special meetings of various trades organizations will be held. The Northern Hemlock and Hardwood Manufacturers' Association will have its convention on the opening day. The National Lumber Manufacturers' Association will hold its annual convention on May 5 and 6. In this connection the Lumbermen's Association of Chicago has appointed a special committee to arrange details for their participation, in a sense acting as host to the great number of lumbermen and representatives of the affiliated branches of the industry, while the women visitors will probably be entertained by the ladies of Chicago who are related by marriage to the industry. The New York organizations have not perfected their plans, but it is understood they will take the same action and have official representation in the exposition. At Chicago, Tuesday, May 5, has been designated as Chicago Day, when the local trade interests will dominate the program.

It will be a splendid opportunity for manufacturers of woodworking machinery, and the arrangements thus far announced show that many valuable exhibits of that kind will be installed.

More or less elaborate exhibits are being prepared by E. C. Atkins & Co., Henry Disston & Sons, Clyde Iron Works, Rayner & Parker, Philadelphia; Seattle Cedar Lumber Manufacturing Company, American Hoist & Derrick Company, American Forestry Association, American Sawmill Machinery Company, Howard, Simmons & Co.; Barrett Manufacturing Company, Franck-Philipson & Co., Lidgerwood Manufacturing Company, Chicago Machinery Exchange, Baxter D. Whitney & Son, Winchendon, Mass.; Mossman Wood Turning Company, Fitchburg, Mass.; estate of William S. Doig, and a number of others, while the Gum Lumber Manufacturers' Association, American Wood Preservers' Association, National Box Manufacturers' Association, Oak Manufacturers' Association, and several of the leading trade publications and trade associations have secured space for more or less elaborate exhibits. The railroads are preparing to provide special accommodations and run excursions from a number of adjacent cities to each of the expositions, and one of the most daring "house-moving" acts in modern history will be the special transportation of the Forest Products Exposition from Chicago to New York practically intact.

Much stress is being laid on the showing which the Forest Service will make with \$10,000 specially appropriated by Congress. It will be an exhibit of uses rather than of tree growing, though it is presumed that something of both will be shown. The Forest Products laboratory at Madison, Wis., and the office of Industrial Investigations at Washington, D. C., are directly engaged in the utilization of wood, and the exhibits which they will make will doubtless prove of great interest and value.

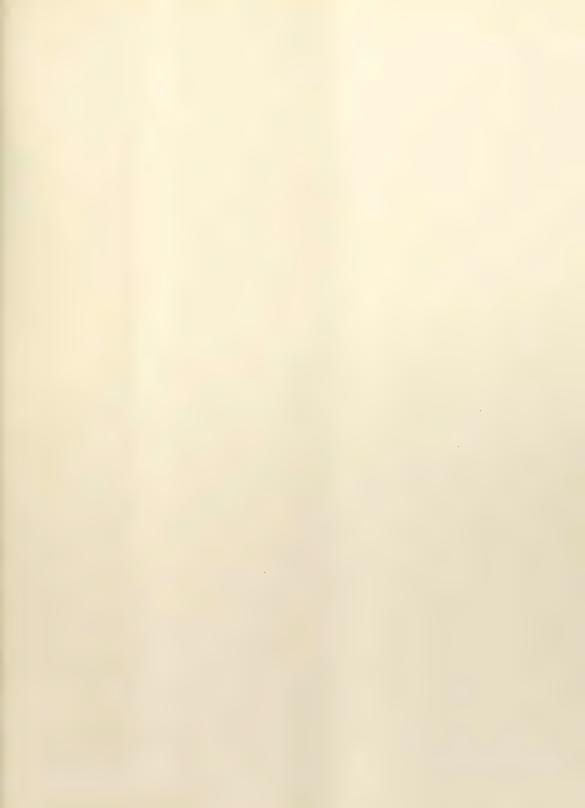
One of the important features of the exposition will be the moving picture display, reproducing in vivid detail sensational and interesting seenes of logging, milling and other attractive operations in the industry. Some of these seenes will be principal mills of Europe and a number of very effective American films. These things, however, will not be the leading features of the exposition, though valuable along the educational line.

American Hardwoods in Liverpool

The London Timber, speaking of the Liverpool market, says that the spot demand for American hardwoods is fairly satisfactory, but the week's additions to the already abnormally heavy stocks do not help matters, and are having a somewhat depreciating effect on values, making sales on profitable lines more and more difficult, and in the majority of woods such things as contracts are unknown. Meanwhile, the brokers are having a quiet, though not happy, time, waiting, like Mr. Macawber, for something to turn up. Wagon oak plank shippers have surely gone mad, and few of them will be able to look back with any degree of pleasure to their trading experiences of the past six months. In addition to the very heavy stocks held by merchants, there are many thousands of planks stored for shippers' account: on top of all these there arrived last week nearly 20,000 more, and the consumptive demand is down to somewhere near zero; it will, therefore, require a cessation of shipments for about six or eight months to put the Liverpool market into a satisfactory state.

Forestry School in California

The University of California, at Berkeley, is the latest to establish a forestry school. Walter Mulford, who at present is head of the forestry department at Cornell University, will take charge of the California school. The Pacific Coast has of late years been active in work of this kind, and this movement will greatly strengthen its position. Professor Mulford is recognized as one of the most progressive teachers of forestry in this country.





HENRY H. GIBSON CHICAGO, ILL.

B. Ph. ANNARY PROJECT

DIED MARCH 25 1914

# Henry H. Gibson

See Portrait Supplement

It is the said daty of Hamborea Record to chronele the death of its founder and editor, Henry H. Gibson, who died suddenly of heart failure on Wednesday evening, March 25. Mr. Gibson had been in delicate health for the last few years, but his friends had hoped that he was improving and they certainly had no thought of his untimely end at a time when his brilliantly matured intellect and same judgment made him perhaps the most valuable writer on forcest products of the last decade.

Not to our knowledge has any other writer on lumber and forest topics had the peculiarly practical experience in both the newspaper and number trade that was Mr. Gibson's. As a boy he was a newspaper man starting at Flint, Mich., becoming later the editor

of the Grand Rapids Leader.

Soon after his marriage to Idah McGlone at Flint, Mich., he entered the employ of his wife's father, who was a well-known lumberman. Here he learned the lumber business thoroughly, not only the selling but the buying end, and some years afterward went into business for himself in Sandusky, later moving to Cincinnati.

Ill health caused Mr. Gibson to give up his Cincinnati business and go into the southern pine woods in search of health, and for some years he conducted a mill in Whitley, Tenn. This, too, he had to give up on account of his health and a severe surgical operation. While recuperating he accepted a position on the American Lumberman, a paper for which he had written since its inception.

In January, 1905, Hardwood Record was launched with Mr. Gibson as president of the company and editor and manager, this company taking over the Chicago Hardwood Record, which had been published as a comparatively local publication up to that date. It is not necessary to say to our clientele and the lumber trade that this venture was a success from the start, and Mr. Gibson's advice on lumber conditions and lumber operations was not only asked through the columns of Hardwood Record but also his personal counsel was sought by the largest concerns and factors in the trade.

Of direct and incisive style, trenchant with fact and often pointed with humor, Henry Gibson's writings have chronicled the history of the hardwood lumber trade for the last nine years. A man of great courage and clear convictions, he never wrote anything that he did not feel in his heart was the truth, and for this singleness of purpose and sincerity of speech his friends—who were all who knew him either in a business or social way—admired him most.

There was no man who loved his friends more and who would do more for them than Henry Gibson. His sympathy was boundless,

his effort untiring in a friend's cause.

Henry Gibson was an eminently successful man in the fact that he accomplished everything he undertook. He never ceased to accumulate money for its own sake, but he was vastly interested in the game of life and played it to the last with a zest that even ill health could not diminish. He loved the woods and often remarked "next to my wife I love a forest tree."

He was the most tolerant of men, always ready to give anyone the benefit of the doubt.

Mr. Gibson was singularly happy in his married life. The wife who shared with him the adversities and good fortunes of a busy and varied life, which embraced residence in a number of the larger cities of the country as well as in the forest and in the mountains, was a true componion to him and he to her. Mr. Gibson never boasted that he was a lover of home, but it was very easily seen that he took no greater joy than extending to his friends the fullest hospitality of his home life.

In his capacity as an employer, Mr. Gibson was singularly fortunate in having the knack of conveying to those whom he employed the feeling that they were simply part with him in an organization which was working for a specific purpose, and imparted to his co-workers his own cuthusiasm and convictions, with the result that the organization which he built up worked with the deepest loyalty, singleness of purpose and thought, without the usual feeling that it was simply a paid factor to carry out his wishes. In his business life he never asked anyone to do what he was not capable of doing and ready to do himself.

Mr. Gibson was in no sense a clubman, although singularly gifted in the attributes which usually go to make up the successful follower of club life. He was an exceedingly elever mixer, approaching new acquaintances easily and agreeably, and invariably making the favorable first-impression which is essential to the ability to mix well with men of affairs. However, he had always considered his home as his club, and at the time of his death his only club affiliation was with the Lumbermen's Club of Chicago.

On October 1, 1912. Mr. Gibson, with Albert Kraetzer, Burdis Anderson and H. C. Holthoff, incorporated The Kraetzer Company, a concern which exploited the commercial possibilities of the process of preparing lumber for drying by steaming under pressure in a steel cylinder. This proposition under Mr. Gibson's most able guidance has enjoyed remarkable success. Mr. Gibson was president of the concern, and had chiefly to do with the sales of the apparatus.

One of the most notable achievements of the deceased was the compilation of a remarkable series of articles describing in minute detail the scientific and economic facts regarding every commercial tree of the Unitea States. This work was started in the form of a series of articles which were begun by Mr. Gibson shortly after commencing the publication of Hardwood Record. About a year and a half ago, with the assistance of Hu Maxwell, formerly of the United States Forest Service, Mr. Gibson compiled this remarkable series in book form entitled "American Forest Trees," which will stand for all time as a very fitting monument to his memory.

During his work with Hardwood Record, Mr. Gibson was instrumental in inaugurating several associations having to do with the hardwood business and in fostering their development. He rendered his best efforts to this work and it was his personal pride to see the progress which the organizations have since made. His close touch with all phases of the hardwood business, with the manufacturing and merchandising of the products of the hardwood forest, rendered him eminently fitted to carry on organization work of this character.

Henry H. Gibson was born at Camden, N. Y., January 26, 1855. He leaves a widow, an aged mother and a sister, Mrs. F. E. Stevens, of Grand Rapids, Mich.

There was a brief funeral service in Chicago on Friday, March 27, previous to conveying the body for interment to the home of his sister in Grand Rapids, Saturday morning, March 28. Mr. Gibson was buried in the family lot in the Grand Rapids cemetery. Grand Rapids lumbermen acted as pallbearers.

The broad and loyal acquaintances of our late editor is convincingly shown through the number and character of letters and telegrams which were received by his widow and at this office following his death. We believe that it is due his widow that the expressions of some of his friends in the trade are shown herewith. It would be impossible to publish even a small part of the communications received, but a few of those from some of his oldest friends in the trade follow:

Henry II. Gibear, editor and manager of Hymowood Recount, died Mr. Gibean, who was an authority on bardwoods, and who, in Hambwood Recount, presented to the world a remarkable series of articles on American forest trees, was a nativo of Camden, N. Y., and at the time of his death was fifty now years old. He was a warm personal frend of many members of this cook, who received the news of his death with sincere sorrow and regit is in view of Mr. Gibson's entinence in the hardwood field, and the presental loss we have suffered in law death, the following resolutions are: 30 feet.

Herry H. Go. on is a loss both personal and to the finde, are also have seen with a strand widow, who survive to, not with Hardy now Records who. I as suffered to use of his substitutions be spread upon the

the that opposite to the apply of Mr. Green

D. P. KLASS

L. . s. t. a. Mar. 11 1914

Nortolk, Va., March 31, 1914.

At the recent meeting of our association the members learned with great regret of the death of Mr. Gibson, and unanimously adopted resolutions showing their respect for him and their sympathy for Mrs Gibson. I trust you may receive them in the spirit which prompted their passage, for among the members of our association there may be counted many staunch friends of Mr. Gibson to whom he had endeared himself W. B. ROPER, in many ways

Secretary Treasurer

In Memoriam Henry H. Gibson

Whereas, God in His infinite wisdom has deemed it best to call from the sphere of his earthly activities Henry H. Gibson, in the prime of his

WHIREAS, In his busy career as editor, author and publisher he had exhibited a wide knowledge of the lumber industry, coupled with an endeavor to further its best interests and to be of service to the lumber men of the country, and

WHEREAS, In his social intercourse with his fellow men he has endeared himself to all by his genial good fellowship, his self-sacrificing friendship, and persistent optimism, therefore be it

RESOLVED, By the members of the North Carolina Pine Association in annual meeting assembled this twenty-seventh day of March, 1914, that in the death of Henry H. Gibson we have lost a friend whom we shall sorely miss, and the industry an advocate and counsellor that will be

RESOLVED. That we tender to the bereaved family our sincere sympathy. and we trust that the remembrance of his life and service may cheer them

RESOLVED, That a copy of these resolutions be sent to Mrs. Gibson, a copy filed with the minutes of this meeting, and copies given the lumber papers.

The board of managers of the Lumbermen's Club of Chicago met Thursday noon and adopted the following resolutions of respect on the death of Henry H. Gibson:

WHEREAS, The members of the Lumbermen's Club of Chicago have been greatly shocked to learn of the sudden death, March 25, 1914, of Henry

H. Gibson, a member of this club; and, WHEREAS, The loss of Mr. Gibson, both as a fellow-member and a friend, is keenly felt by all of his acquaintances among our membership; and the most profound sympathy is entertained for his family in their great bereavement; now therefore, be it

RESOLVED, That these resolutions of condolence be spread upon the records of this club, and that a copy hereof be transmitted to the members of Mr. Gibson's family.

Buffalo, -N. Y., March 28, 1914.

With deepest sorrow we learn of Mr. Gibson's death. Please accept our heartfelt sympathy. The Buffalo lumbermen have always recognized in Mr. Gibson a true friend and one who devoted much time to the upbuilding of the hardwood industry in this country.

THE BUFFALO LUMBER EXCHANGE, A. W. Kreinheder, President.

Cincinnati, O., March 27, 1914.

The death of Mr. Gibson removed a remarkable figure from the hardwood industry, as well as leaving an aching void in the hearts of a legion of friends. His brilliant mind has left a lasting impression in the fields of his activities, while his charming personality made him always

welcome visitor and a delightful companion. Having been so richly endowed makes the loss keener.

I take this opportunity of conveying to HARDWOOD RECORD, on behalf of the association and its officers, sincere condolence to the memory of bim whom we always found a friend. We are also not unmindful of the crushed heart at home, and to her also we give our sympathy.

Very truly yours

EDWIN E. MYERS Assistant Secretary Hardwood Manufacturers' Association of the United States

Cadillac, Mich., March 28, 1914.

The hardwood interests have lost an able and valuable friend, for we believe there was none who understood those things better than did Mr. Gibson.

We wish you to kindly, in behalf of this association, express our sincere regret at Mr. Gibson's removal from our midst, and to extend to his wife and riend our heartfelt sympathy, behave a Very truly yours,

MICHIGAN HANDWOOD MANUAU DERIES' A SOCIATION J. C. Knox, Secretary,

Nortolk, Va., Marca 26, 1914

Dear Mrs. Calson

Words can be but tinkling cymbals to you now from whom ever they come, but let me say that I too loved the great soul that is at rest and ask you to believe that even tomorrow has a fragrant flower, the blessed privilege of remembrance. In the aftertime when the days are dark and the hours dreary let my friendship and esteem help you in all ways.

Editor Lumber World Review.

Baltimore, Md., April 1, 1914.

Dear Mrs. Gibson:

I write to extend to you my deepest and most sincere sympathy for the loss of your husband, Henry. It is needless to say to you that he was one of my chummiest kind of friends in the lumber fraternity, and was one that was always culogizing his family, their usefulness and good at-

I feel that I have lost personally one of the best friends I have made since in the lumber business. His social interest always carried with it something of elevating interest as well as the good that had a text for future success

My brothers, too, join me in extending to you our heartfelt sympathy. Very sincerely,

ROBERT E. WOOD R. E. Weod Lumber Company

Chicago, Ill., March 26, 1914

My Dear Mrs. Gibson:

How little words express when the heart strings are torn and the mind is dazed, by the taking off of one who was so dear to us as Henry. I cannot realize that I shall never see him again. His coming to me as he did so often to confer and advise, always cheerful and bright, that it was a great pleasure to lay aside my work and listen to his pleasant voice, and absorb the good things be always had to offer. Henry was the only one of my friends whose call has left some food

for thought, on saying good-bye.

May God give you strength to bear this great affliction, is the prayer of your sincere friend,

HARVEY S. HAYDEN.

Saginaw, Mich., April, 1914. In the death of Mr. Gibson the writer feels a personal loss, as he prized his friendship highly. The lumber trade generally will miss Mr. Gibson very much indeed, as he always was working bard for its interests. JOHN D. MERSHON LUMBER Co.,

John D. Mershon.

New York, N. Y., March 27, 1914.

It is with deep regret that we learn of the death of Mr. Gibson and we offer our sincere condolence. The lumber industry has lost a firm supporter and the lumber trade press an honored member.

NEW YORK LUMBER TRADE JOURNAL.

Cincinnati O March 27, 1914

My Dear Mrs. Gibson:

I am so depressed by the sad news of Henry's death, I feel that I can scarcely say a word of comfort to you.

All who knew Mr. Gibson will feel that they have personally lost one of the truest and most unselfish of friends. I feel that way. I sorrow with

> Sincerely yours. OTIS A. FELGER.

Townsend, Tenn., March 27, 1914.

My Dear Mrs. Gibson:

With profound regret and sorrow have just learned of the death of Mr. Gibson. On account of sickness in our family it is impossible for Mrs. Townsend or myself to attend the interment, which we regret exceedingly. Mrs. Townsend joins me in most heartfelt sympathy to you in your bereavement.

W. B. TOWNSLAD.

My dear Mrs Gibson .

I wish to extend my utmost sympathy to you in your bereavement. Mr. Gibson was very dear to us. If I can be of any assistance to you, I am

> Sincerely yours, C. L. WILLEY.



# Objections to Car-Spotting Charges



On Tritian 17, 111 continuity secretar cases the ratio, the feetstate Commence Commission is session at Wash nation, D. C., and testimony on the complaint of certain interests which obted to the railroads' practice of charging for spotting cars. A gief was filed by the National Wholesale Lumber Dealers' Associated in which the members declared themselves opposed to any gulation that will add a charge to shippers or consignees for lacing cars upon spur tracks for loading or unloading, and stated assons why such services should be continued as at present without lditional charges.

They say it has been the policy for many years for the roads of this country and carriers to develop their traffic enormously with listle or no expense to them. The railroad rate has always been recognized as covering not only the conveyance of a shipment but the full service, which includes furnishing a car, a proper place to load it, the conveyance of the shipment and its terminal delivery. Where there are no spur tracks the present rate includes placing the car at the public team track at destination in an accessible position for unloading.

"This," says the brief, "constitutes a service which is not obtained by the industries having spur tracks. The delivery on an industry spur is not supplemental to any other delivery. Freight cars arriving at break-up yards are there segregated and switched to the various tracks to which they are ordered; some are placed on industry spurs while others are placed on public team tracks. In either event there is a switching movement and, if a shipper or receiver pays for a team track delivery and does not receive it, but receives a spur track delivery, which costs the carrier no more and in the majority of cases less, he should not be compelled to pay a charge for a service which has not been rendered, but on the contrary, it may well be argued that he should be required to pay less for accepting delivery at a point which is less expensive to the carrier. These industry spurs form a part of the carriers' terminal facilities and should be so considered."

The brief also discusses the advantages of spur tracks to the carriers. A spur track insures to the carrier both inbound and outbound traffic, a condition which does not obtain in the case of public team tracks. This fact is recognized by the carrier and is generally made a part of any contract or agreement between the carrier and the industry prior to the installation of the spur. These spurs increase the terminal facilities of the carriers with little or no expense to themselves, and so save them insurance, taxes, maintenance, operation, etc., and also reduces their liability.

"In the lumber business," says the brief, "cars are generally loaded or unloaded from the industry tracks within a few hours after placement, the average being less than 24 hours, and it is seldom that cars are detained beyond the free time. This gives the carrier the use of the car full 24 hours in advance of what could possibly be obtained by public team track delivery. It puts the car back into railroad service and saves the carrier at least one day's per diem."

The Michigan Hardwood Manufacturers' Association, consisting of about seventy-five firms of sawmill men of Michigan, was represented at the hearing in Washington by its secretary, J. C. Knox, but as he was unable to remain over to the adjourned meeting on Monday, March 2, he was advised by Mr. Brandeis to present the views of his members in writing. Therefore the following statements were filed:

Lumber as handled by all of our members is strictly a carboad commodity, fully one-half of it moving in open cars, usually loaded to near the carrying capacity of the equipment used, at high rates as compared with other commodities similarly handled, and furnishes a constant volume of tonnage to the railroads. Each of the industries is located on or adjacent to one or more railroads and the railroad side tracks, usually not of great length, extend into the yards and property of the shipper and in many cases the shipper has given up very valuable property for the use of

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Many of our members have their logs hauled in train loads from side tracks in the 12 to the formal and a side to the local track the log haul ranging from a few miles to 100 to 250 miles, for which a specific rate is charged from point of shipment to destination.

It is customary and has been the practice of the carriers to place these cars on such siding for loading or unloading and this service has always been included as a part of the through rate. Many of our members located in the larger cities have given up valuable property for the use of the railroad tracks. We realize that this is mutually advantageous to both the railroad and the shipper, but if the railroads were compelled to buy property adjacent to the mill of the shipper for said track purposes, it would cost them a large amount. These tracks save warehouse and team expense to the currier, and the saviching is done as grackly on the tracks in the yards of the carriers as could possibly be done at the carriers warehouse or team tracks and at no greater expense.

We wish to state that it is our view that no charge should be made for what is called the spotting of cars at the tracks of the shipper, as we consider that the railroads when making the rates contemplated their covering this very important part of the work.

This association has gone on record as in favor of a 5 per cent advance in freight charges, providing this 5 per cent is equally distributed and covers its competitors in other territory outside of the Official Classification territory. The shippers in the lower peninsula of Michigan being located at the northwestern edge of the Official Classification territory come in sharp competition with manufacturers in the upper peninsula of Michigan, also in Wisconsin and Illinois located in Western Classification territory, where no advance in rates to the West has been contemplated, although the railroads serving the territory described at the request of the Official Classification railroads, filed their tariffs for a 5 per cent advance covering Central Freight Association and Trunk Line territory.

On account of the railroads cutting off various commodity rates, both state and interstate, and filing no commodity tariffs at a 5 per cent advance, thus throwing the commodity rate on a classification basis, this association has been compelled to enter complaint with the Michigan Railroad Commission at Lausing and the Interstate Commerce Commission at Washington, against advances in excess of 5 per cent, and we have recently been advised by the carriers that it is their intention to correct such discrepancies, making only an advance of approximately 5 per cent.

Many lumbermen feel that the present rates on lumber throughout the country are on too high a basis at present as compared with other low commodity rates, and there should be no advance whatever in lumber rates. Nevertheless, if after the commission's investigations, it is decided that the carriers are entitled to an advance in rates, the members of our association will not oppose such an advance, providing such advance was fully equalized.

The understanding that prevails among shippers and receivers of lumber is that the present rates include something to cover the acceptance and delivery of shipments at terminals, especially in all Official Classification territory. Many important cases decided by the commission, since its creation by the act of 1887, have involved lumber rates and in such proceedings the carriers, in defense of rates attacked, have filled thousands of pages of record with testimony about the terminal expense which they assume in connection with the rates, or in other words, many rates attacked as being excessive, unreasonable or otherwise in violation of the statute, have been explained and defended by the carriers and frequently adjudicated by the commission as being predicated upon, not only the line haul but some extraordinary expense in connection with the acceptance or delivery of the traffic at the terminal.

Unless the commission should make a very thorough and complete investigation of all the circumstances and conditions at each terminal, any charge of terminal service added to the present rate must be entirely arbitrary and it does not seem that any substantial benefit or justice can be accomplished by such method. We fear that the establishment of such an arbitrary charge for terminal service in addition to present or future rates would amount to an admission that present rates included nothing but the line haul.

We appreciate that present transportation conditions imposed upon the country at large are a burden which must be lifted or lightened, but surely that burden need not entirely rest upon shippers or receivers of freight who load or unload on private side tracks. Such shippers, we think, have contributed less to the burden of the carriers than have the shippers who demand and have received the freight house and public team track service in congested terminals where the cost of maintenance and operation must be greatest.

To endeavor to meet the present necessities of the carriers by an arbitrary addition to present rates of any amount per car for terminal service would seem not only completely to destroy every existing theory and principle of rate making but also to be entirely opposed to the conservative policy which has so successfully guided the commission during its existence. Should the commission, after chreful investigation and a complete

survey of terminal conditions at all important points, decide that the terminal charge and the line haul charge must be segregated, the experience gained in arriving at that decision by such method would qualify the commission to prescribe the method by which such segregation should be accomplished and we are inclined to believe that something of that character must be accomplished sooner or later. Should the commission make such an effort the numbers of this association would contribute

all within their power to the success thereof, but as we understand the present situation we cannot agree that anything of a tangible or permanent benefit can be accomplished by penalizing side track delivery with an arbitrary charge per car of any amount.

We are, however, unalterably opposed to the spotting charge and it would work great hardship to the lumbrumen of Michigan to be charged for placing and removing cars from what is known as private sidings.



# Decision on Canadian Imports



The Board of General Appraisers in New York on March IS handed down its decision in the protest of the Campbell-McLaurin Lumber Company against the ruling of the Treasury Department that a shipment of novelty siding from Canada was dutiable at 15 per cent ad valorem. The government contention was that novelty siding was further manufactured than sawed, planed, tongued and grooved, and was therefore dutiable. The importers claimed that novelty siding was produced by a single operation similar to the process through which tongued and grooved material was put, excepting that by an adjustment of the machine knives only half the tongue was made on one edge and a concave design was produced on the other edge.

The decision is sweeping in character and will go far to clear up the situation with respect to other imports of lumber. The Treasury Department has also ruled that beaded ceiling is dutiable and bases its rule on the contentions in the case of novelty siding. The importers, W. M. Crombie & Co., of New York, have lodged a protest against this and are confident that it will be allowed. The decision in the novelty siding case follows:

MCCLELLAND, G. A.—The issue presented in this case is whether certain lumber known as novelty siding imported from Canada is subject to duty at the rate of 15 per cent ad valorem, under paragraph 176 of the tariff act of 1913 or entitled to free entry under paragraph 647 of said act. These paragraphs are as follows:

176.

House or cabinet furniture wholly or in chief value of wood, wholly or partly finished, and manufactures of wood or bark, or of which wood or bark is the component material of chief value, not specially provided for in the section, 15 per centum ad valorem.

647.

Wood: Lozs, timber, round, unmanufactured, hewn or sawed, sided or squared; pulp woods, kindling wood, firewood, hop poles, hoop poles, fence posts, handle bolts, shingle bolts, gun blocks for gunstocks rough hewn or sawed, or pinned on one side; hubs for wheels, posts, heading bolts, stave bolts, last blocks, wagon blocks, ear blocks, heading blocks, and all like blocks or sticks, rough hewn, sawed or bored, sawed boards, planks, deals, and other lumber, not further manufactured than sawed, planed, and tongued and grooved; clapboards, laths, pickets, palings, staves, shingles, ship timber, ship planking, broom handles, sawdust, and wood flour; all the foregoing not specially provided for in this section.

It is difficult to conjecture upon what theory the collector classified this lumber under paragraph 176, unless it be that it comes under the provisions for "manufacture of wood."

The evidence is that this lumber, ranging from 10 to 16 feet in length, six inches in width and one inch in thickness, is reduced to its present form by being put through a Berlin planer. The process is thus described:

"The board is fed through the planer by pressure rolls crowding it

against the knives."

The smoothing of the sides and edges, as well as the coving or concaving effect, are all produced by planing, the knives being adjusted so as to produce the desired results. These boards are known generally as "novelty siding" and sometimes as "clapboards" or "fancy clapboards."

The witnesses, who appear to be men of extended experience in the milling and lumber trade, practically unite in saying that planed lumber, as known to the trade, embraces all forms of lumber that are made through the use of a planer, or planer and matcher. Very clearly it would seem as though paragraph 176, eupra, was not framed to include such lumber for the very obvious reason that it has not lost its identity as lumber by being manufactured into an article with a distinct and new name. The most that may be said here is that these boards are lumber manufactured, which is altogether different from being manufactures of lumber. In United States vs. Dudley (174 U. C. 670) it was held that boards and planks, planed on one side and tongued and grooved, and adapted for flooring, ceiling and sheathing uses, were, nevertheless, not manufactures of wood. (See also G. A. 5627, T. D. 25715, affirmed in T. D. 27355.)

In the tariff revision of 1913 Congress eliminated from the dutiable schedules every kind of lumber hamed in paragraph 201 of the act of

1909 and transferred them to the free list (paragraph 647), and while it is true that neither in the act of 1909 nor in the existing law is novelty siding mentioned under that name, we are satisfied that it was the purpose of Congress in this latest revision to place all kinds of lumber—regardless of how it is treated, so long as it has not lost its identify as lumber—on the free list. Further, we are of the opinion that the terms "clapboards" and "planed lumber" are each sufficiently comprehensive to include the lumber in question.

The claim for free entry is sustained and the decision of the collector reversed accordingly.

BOARD OF U. S. GENERAL APPRAISERS.

### Logging Conditions Around Memphis

Weather conditions have been decidedly less favorable throughout the Memphis territory during the past fortnight, and particularly during the week just ended. Heavy rains have occurred in Arkansas, Mississippi, Tennessee and Louisiana, from which Memphis millmen draw the greater portion of their log supply, and their appearance has restricted work in the woods and made the outlook for adequate amount of timber rather less satisfactory. The Valley Log Loading Company reports that it is accomplishing very little in the way of loading operations, as a great deal of its machinery is idle at the moment, so that receipts of timber at Memphis, so far as the railroads are concerned, are rather less than expected. The river, however, is rising now and it is expected that the higher water stage will result in a freer arrival of logs by water, thus supplementing rail receipts at a time when these are comparatively small. There has been some stoppage of milling operations as a result of the inability to bring out logs freely but this condition is not general enough to be serious. It was anticipated a short time ago that log receipts by rail would show an increase over the corresponding period last season, but there is now considerable doubt expressed on this score as a result of the heavy rainfall of the

The Mississippi, as already indicated, is rising and the same is true of its tributaries in the lower valley. The long distance forecast of the weather and river experts is that there will be no serious flood conditions this year, but this remains to be seen. It is pointed out that the rainfall in the northern valleys has been appreciably lighter this year as compared with both of the preceding seasons and that the snow area is nothing like so large as at that time, with the result that there is less danger than usual of an abnormally high stage in the Mississippi here. In the meantime lumber interests are pleased with the prospect of some rise, for the reason that handling logs by water has been a very serious matter for some time. It has been attended by unusual expense, and much timber has been left high and dry, although prepared for shipment some time ago. This rise is regarded as a very favorable development for the double reason that logs can be handled with greater ease and less expense and that much of the timber heretofore out of reach will be brought out at an early date. The river mills are regarded as particularly fortunate, since their handling of logs this winter and during the earlier portion of spring has been accomplished with unusual difficulty.

The joint meeting of the North Carolina Fórestry Association and the Appalachian Park Association, which was to have been held at Asheville, April 8 and 9, has been postponed. It will probably be held early in June when conditions in the mountains are ideal.



# Value of Careful Lumber Piling



After nature has done her part a growing good timber, and the sawyer has attended properly to his dathes and has cut humber of even thickness and with few defects, there yet remains an important work which cannot be slighted without doing damage which may offset the efforts of both the sawyer and nature. The lumber should be well piled when it is put on the sticks to season. That is a step which must be attended to with care. It is as important as the sawing.

The majority of millmen do not need advice or suggestions along that line; but some do not give the matter so much consideration as they should. They seem to proceed on the theory that the principal purpose in piling lumber is to give it a chance to season. That is one of the objects in view, but lumber should season straight and flat. Kinks, twists, and warps will spoil lumber which otherwise

would be perfect, and unfortunately much is spoiled in that way. Complaints from manufacturers who use lumber and dealers who buy and sell are too widespread to leave doubt that there is considerable ground for the charge that too much lumber is spoiled in the piling. It is put up in such a way that it seasons crooked when if it had been better piled it would have dried straight. This applies more particularly to hardwood lumber, though similar causes will produce like effects with softwoods.

The foundation should be firm and true to start with. If it is lopsided,

sunken in one part, or raised too high in another, the lumber will bend to fit the foundation, and will dry that way. After it has once set in that form it cannot be straightened and its value is lessened. Sometimes a foundation is true at first, but when the load is placed on it, one part, being on softer ground, sinks, and the whole pile is distorted. No matter how carefully the piling is otherwise done, the lumber will not dry true if the foundation is uneven.

Other things may happen to the injury of lumber, though nothing may be wrong with the foundation. The cross sticks may not be placed in line, one directly above another. It is important that they should be so, particularly if the piles are high. The weight on a stick out of line with the others will bend the boards, and they will season in that distorted shape. In small piles or where the lumber is to remain only a short time, the arrangement of the sticks directly above and below one another may not be so important; but even there it is desirable as a guarantee that the lumber will dry straight.

Sticks out of line are usually the result of carelessness on the part of those who do the piling. A stick is liable to be pushed a few inches out of place when the first boards of a course are laid, and

the careless employe may neglect to make it right. Injury of good lumber from that cause is large in the aggregate.

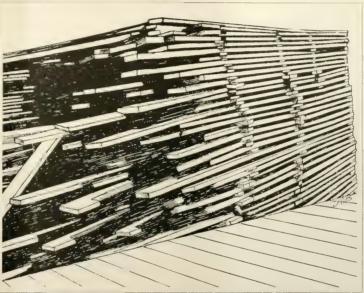
There should be, of course, enough sticks used to place them sufficiently close together to prevent the boards from sugging with their own weight. They should be laid flat on an adequate number of sticks.

There is another cause for crooked lumber that is entirely too common. One stick may be thicker or thinner than the others laid in the same course with it. Such a stick placed midway in a course will give a hump or a sag to the course next above. If it ended with a single course, the result would not be so bad, but it does not end there. The succeeding courses assume the same hump or sag, and a single stick may make a dozen or twenty courses crooked.

Too many yards overlook the importance of having the sticks

of uniform thickness. If this were carefully watched a great improvement would follow in many lumber yards.

While looking after the thickness it is well to look after the width of the sticks also. Many sticks are wider than necessary. Such a stick is not only a waste of material, and a waste of labor in handling, but it is also a waste of time in seasoning the lumber. The board dries more slowly under the stick than in the open space beyond; and it is evident that every inch of space needlessly covered by a wide stick hinders the drying of the lumber by that much.



BOARDS OF DIFFERENT LENGTHS PILED TOGETHER; CROSS STRIPS OF IRREGULAR SIZE AND POORLY PLACED. (DRAWING FR OM ACTUAL PHOTOGRAPH.)

The stick, by pretty general consent, ought to be an inch thick. If thinner than that it does not provide a sufficient space between the courses of lumber for the circulation of air. The sticks should be as narrow as possible, provided always that they must be strong enough to carry the load placed on them. They must not crush under the weight of the superimposed pile of lumber nor crush into the lumber. It is claimed that if piles are of medium height, sticks one inch square will suffice.

It pays well to provide sticks of uniform thickness and width. They can be worked out rapidly on a small saw, and one man in a week should be able to true up enough sticks to equip a pretty large lumber yard. Thus all could be of the same thickness, and no lumber would bend out of shape by having thick and thin sticks in the same course. The width of the sticks is not of so much importance as the thickness, as far as keeping the boards straight is concerned; but it should be borne in mind that the use of sticks wider than necessary is not economical.

It goes without saying that the ends of boards should never protrude far beyond the last stick. If they do, they will sag and will dry in that form. If boards of the same length only are placed in the same pile there is little danger of sagging at the ends, because the state of the place to example of the error; but sometimes as a fine of large more sign is sequently stort ones, and the exist are left unsupported.

for strong equal parties new result from assufficient entities to the property of the term of the session that also are exposed to weather at title warp coers so the appeals of some trequently well.

Landar have safte, anney then causes ofter than twisting of account of bad piling. Storms may drive rain water between the courses and it may lodge there long enough to produce warping or dishing of boards. To give a chance for drainage, the pile is usually given a pitch lengthwise. The rain sheds off, as far as the roof is concerned, but that which gets between the courses may be hindered by the cross sticks from draining away, and it will stand in middles against the sticks until it evaporates.

Better drainage of storm water may be secured by giving the pile a pitch sidewise. The sticks will not then form a dam to hold the water from flowing away, but it will flow down grade along the sticks and escape, leaving the lumber free from standing water between the courses in a few numbers after the rain ceases. Better catealation of nit is likewise seemed by the sale pitch of the pile. The spaces between the sticks will form flues, as it were, to draw the air through the pile.

The piling of lumber is an art with many details. Some mills have mastered it, but others have not yet wholly succeeded. The better the piling is, the straighter and more nearly perfect the seasoned lumber will be. Everything does not depend on the piling, but a great deal does; and it is one of the details of manufacture which no millman can afford to neglect. Unfortunately some do neglect

of and the crooked barber too often seen in the market is one of the results. Of course, some woods are so inclined to warp and twist that it is next to impossible to prevent distortion; but there is no wood which will not be benefited by careful piling while it is undergoing the process of seasoning.

Some years ago the Forest Service made a report on the wrong methods of lumber piling, from which the following paragraph is quoted:

"Often the lumber was also very irregularly piled, and any convenient waste, such as edgings with the wane on, or short strips, was used for cross sticks. Where a strip reached only part way across the pile, another strip, which might be from half an inch to an inch thicker than the adjoining one, would be used. The use of strips of varying thickness in the same course caused the piles to become unwieldy and twisted. When the piles assumed this form an attempt to correct the error would be made by putting in an extra strip on top of the first one. In many cases the strips were not placed in a perpendicular line-that is, each one directly over the one in the next lower course. The result was similar to that obtained by holding one end of a board in a vise and applying a weight at the other end. Again, careless pilers would run the strips perpendicularly for some distance, and then discontinue this course and begin another foot or two to the side of the original one. In other cases the foundations were insecure and one corner of the pile would sag, thus causing a diagonal twist of the whole pile. The piles were made high and wide, and different lengths were put in the same pile, which increased the natural tendency of the wood to warp and twist."



# Office Furniture Abroad



United States consuls in several foreign countries have made reports to this government regarding trade in American furniture. August E. Ingram, stationed at Bradford, England, says that American office furniture is increasing in popularity there, in spite of the conservative nature of the business people. It is believed that a centrally located store or agency there would be a profitable enterprise and Bradford is suggested as the best place for it.

John L. Griffith, at London, is not so enthusiastic. He says the trade in American desks there is less than it was fifteen or twenty years ago, and that it has decreased considerably within the past five years.

At present American desks are imported in two ways—fully finished ready for the market and in knockdown and unfinished condition. The latter method is preferred by importers generally, especially those who manufacture desks of their own, for the reason that the initial cost to them is not so great, and they are able to finish the article in their own shops and place their names upon it, so that when it is sold to the consumer it apears to be a British-made desk.

If the other method is adopted by an American manufacturer, it is much better for him to establish a branch office and depot, in London for example, than to engage the services of a merchant or agent, who would probably represent other lines and would be inclined to push those which commanded a more ready sale and produced the best returns.

Some well-known American firms have already established branch offices in London and are doing a satisfactory business. However, owing to the present keen competition in the trade and to the natural reluctance of the British public to adopt quickly a new article, it is believed that a manufacturer who is not known in the English market would have to be prepared to engage in an extensive advertising campaign and to wait a considerable time for satisfactory returns.

There is a demand for high-class office desks, but it is rather limited. It appears that the class of desk which is the most popular in England sells at about 5 guineas (\$25.55).

Writing from Algiers, Africa, Consul Dean B. Mason says that the demand for American office furniture has increased considerably in Algeria during the last two years, largely owing to the enterprise of an Algerian firm that has advertised extensively and pushed sales at Algiers and at other localities through its agents.

The most important sales have been of roll-top desks, which, in order to avoid undue expense for freight and duty, are imported knocked down and unvarnished. It is estimated that there is a saving of from thirty to thirty-five per cent in importing desks in this manner.

The desirability of importing American roll-top desks was discussed with one of the leading dealers in high-class furniture of Algiers who stated that he has purchased a few American desks, set up and ready for sale, through a Paris agency, but that the price asked was so high and his profits so small that there was no object in pushing their sale. It was admitted that it would be profitable to keep a stock in supply and to push the sale of American desks if they could be secured under favorable conditions in the United States.

The dealer in question would like to secure information as to the cost of American roll-top desks knocked down and unvarnished. On account of the duty it is desired that copper parts and parts that are molded should be packed separately. Information as to the cost of shipment of ten desks from New York to Algiers is also desired.

Instances have been cited where purchases have not been made owing to the fact that it was not possible to secure prompt information as to the cost of goods delivered at the dock at Algiers.

This dealer would also like to secure information as to the cost of filing cabinets, bookcases, turning chairs, and other office furniture delivered at the dock at Algiers, knocked down, and unvarnished.

The demand for filing cabinets is of comparatively recent growth. A few important firms are using filing cabinets at present, and it is likely that their use will become more general in the near future.

The type of cabinet which has sold most readily is fifty-five inches high, fifteen inches wide, and twenty-five inches deep, and is made of wood and iron. The price paid for such a cabinet is \$23.10.

E. A. Wakefield, consul at Port Elizabeth, South Africa, says that the hot, humid climate is very trying on wooden furniture unless made of the most thoroughly seasoned wood.



# The Lumbermen's Round Table



### SERVICE IS APPRECIATED

There is always a good deal to be said against the plan of making contracts for lumber covering a long period, because of the possibility of the layer "welching" in case of a desline in the market, but that this side of the situation is over-emphasized is probably true.

"Most of our business is contract trade," said the sales manager of one of the leading hardwood and veneer concerns in the West. "We have had so few refusals to take lumber or thin stock ordered from us because of price charges that we never think of such a possibility. The right kind of concerns would not attempt to break a contract if the price went down, any more than we would make that attempt if the price went up.

"Besides, the reason we can get contract business is because we are in a position to render service. We can deliver goods just when we agree to do so, and the consumer knows that this is worth something. As a matter of fact, it is worth a great deal. We get more for our stock, in the first place, by reason of being in a position to render service, than those who can give no such assurances; and this counts more with the consumer than lumber and veneer manufacturers may think?"

### BLACK WALNUT IN THE WEST

Oddly enough, it is the Far West which has played the most important role thus far in the revival of black walnut. A leading middle western furniture factory, which has been making up an immense amount of veneered walnut furniture, reports that by far the bulk of these goods has been shipped to the Pacific slope. The westerners seem to like the color of the wood, and by reason of the fact that it has no former reputation to live down there, as it has in the older portions of the country, it is likely to develop more rapidly on the slope than elsewhere. And the demand for furniture of that kind is likely to have a marked effect on the interior finish trade.

Speaking of walnut, Wallace Irwin, one of the cleverest of present-day writers, refers time and again to walnut in a story in the April number of McClure's, as a means of suggesting that the furniture of the home which he describes is out of date. This is the kind of publicity which the walnut people will have to counteract in some way. Had a kind friend whispered to Mr. Irwin that walnut is a high-grade cabinet wood which is still being produced at the rate of 50,000,000 feet a year, and that the finest furniture on the continent is made of this material, he would probably have referred to the design of the furniture of the old home, rather than the material.

### MECHANICAL VENEER DRYING

"The greatest advantage of using a mechanical system of veneer drying," said one of the big manufacturers, "is that you can figure exactly on what your production of dry stock will be. When you tell a customer that you can ship a carload of veneers a week on his order, you know that you can do it if you are drying your stock mechanically. If you are using any other means, the condition of the air and various other factors may determine the result, and you may have trouble explaining to your customer why the goods were not shipped as promised.

"Another big advantage is absolute uniformity. When a mechanical dryer has finished its work with your stock, which has been handled under uniform conditions as to temperature, you know that it is all dried right, and that there will be no kick on part of it being below standard in this respect. By eliminating uncertainties, you have a big talking point and also save yourself a lot of worry that would be your portion otherwise."

### THE LOCOMOTIVE CRANE

A southern hardwood manufacturer said recently that a locumotive crane which he installed for the purpose of sorting his logs, so that only one kind of wood would be sawed at one time, has also proved its usefulness in other ways. He is switching his cars with it and is able to place them just where they are wanted without waiting for the lordly switchman and his cohorts to come along and perform the service. "In view of the possibility of a charge for spotting cars being put in effect," he said, "I am feeling pretty good over my investment in this crane. If the railroads decide that they will have to increase their revenues in this way, I shall simply tell them goodby and do my own sorting. This would be a considerable saving to my concern, and would not add any expense, as the locomotive is there now and considerable to the work as easily as not."

### KNOWING THE CUSTOMER PERSONALLY

The head of the sales department of a leading hardwood manufacturing concern recently went out on the road with the head of the sawmill department of the same house. They visited the leading consumers of the company's products, not for the purpose of selling, but merely to get well acquainted with them.

The sales manager desired to find out just what the consumers wanted, and to learn whether any of the stock previously furnished had been unsatisfactory, in order that he might sell and deliver only lumber that would fill the bill. The superintendent wanted to study the consuming processes of the factories and get a line on just how the lumber is used, so that he might ship it intelligently.

At the same time they impressed the buyer, first, with the fact that they were anxious to give the right kind of service; and, second, that they had that kind of service to offer. By describing their facilities in detail they were able to make an impression that merely writing about them would never have created. Both representatives of the company found the trip profitable, and there seems to be no doubt that the expenditure in time and money was a good investment.

### CO-OPERATION IN TRAFFIC MATTERS

If there is one point at which co-operative effort is well worth while it is in connection with traffic matters. Railroad rates affect everybody equally, and if one lumberman in a market is hurt by a change it is pretty certain that others are also. Consequently, when important traffic developments arise, there is usually a get-together movement on the part of the lumbermen, so as to distribute the cost of looking after the matter among all of the houses interested in it.

This suggests that there should be some permanent arrangement of this kind, for purposes of offense and defense. Traffic matters take some time to, work out, and cases may drag along for years before a final result is obtained. The lumberman who is sawing wood and saying nothing on the subject is likely to forget the details and be as much in the dark when the case comes up again as he was at first. If he had a traffic man to look after the proposition all the time he would be kept advised of developments and would be in a position to pass judgment upon the situation at any time.

Some of the larger lumber markets have found the advantages of co-operation in this connection and employ traffic men permanently. Others act only when their need of immediate action is obvious. They might take a cue from clothing manufacturers in cities where the business of individual houses is not enough to support a first-rate designer; they co-operate to secure the services of such a man, all profiting by this arrangement. The lumber manufacturers, likewise, might get together and by their combined efforts support a good traffic man.

The cost of transportation is such a large part of the cost of lumber that no lumberman can afford to be without authoritative information and advice bearing on this department of his business.

### Freight Car Statement

in its regidar balletin dated April 7 the American Barlway Association says that there was a total surplus on April 1, 1914, of 141,525 freight cars. The surplus on March 15 was 132,010 cars and on April 1 a year ago it was 68,792 cars. It can be seen that the surplus of cars had begun to increase after the temporary activity in Newsh

The shortage is reduced to a practically negligible figure, there being but 2,013 cars on April 1, 1914. The shortage on March 15 is 7,18,5 and add on April 1 a year ago 19,084 cars.



# Veneer Standards and Stock



Some years age, when the National Vencer and Panel Manufacturers' Association was in its infancy, Lewis Doster, secretary at that time of the Hardwood Manufacturers' Association of the United States, made a little speech to a gathering of vencer and panel manufacturers at the Grand hotel, Cincinnati, in which he pointed out how they were striving to keep track of both the stock on hand among members of the association and of stock required by users throughout the country, the idea being to keep the producer and consumer in as close touch as possible.

After the meeting adjourned a prominent veneer and panel manufacturer, who has since passed away, complimented Mr. Doster on the talk he had made and proceeded to explain to him that while the idea was undoubtedly good in the lumber trade, it was not and never could be made applicable to the veneer and panel trade for the simple reason that in the veneer and panel business there was no manufacturing and carrying of stock ahead of the demand. Practically everything was cut and made up to special order.

This is recalled now as a preface to the present article to not only adorn the tale, but to help point the tendency in the veneer and panel world, which is now toward standardization and the carrying of certain stock on hand ready for prompt shipment.

Going through various current advertisements of veneer and panel manufacturers found today in Hardwood Record and other trade papers there are to be found such lines and passages as follows:

- "Panels 14", 5", 3%", three-ply and five-ply standard sizes."
- "Millions of feet on hand at all times."
- "Door stock cut to size or in sheets."
- "Send for stock list."
- "Three-ply and five-ply carried in stock."

And now and then a specific listing of veneer stock on hand of various thicknesses.

In all cases these phrases may be susceptible or different interpretations and they may not always mean that certain specific sizes are carried in stock for prompt shipment. Moreover, there are people in the trade who contend just as strongly today as the contention was made some years ago that the panel business is not a business in which one can cut material and carry it in stock against future needs.

Yet the fact remains that we are gradually developing standard sizes and the stock carrying habit in both the veneer and the panel trade. It will perhaps be several more years before any great percentage of the stock made and used is cut in advance of orders and carried ready for prompt shipment, but just the same the tendency is in that direction and the trade is steadily making progress.

There is much to be urged in favor of the idea, too, that is in favor of carrying it as far as practical. One very strong argument is to be found in the persistent wrangle between panel users and panel manufacturers over the time required to get out and deliver

The panel manufacturer insists that it takes time to make up panels properly and that after they are made up and glued together they should be carefully piled on cross strips and allowed to dry from a few days to a few weeks, depending upon weather conditions and upon facilities for artificial drying of stock.

On the other hand, furniture manufacturers now and then claim they have had to take up the manufacture of panels themselves, not to save money, but to save time and to get quicker action so that they may have their panels when they need them and not have their work delayed by waiting upon some panel manufacturer. Now then, on any and all such panels and built-up work as can be reduced to standard sizes, the best answer to this is to be found in adopting standard sizes and the panel manufacturer making up such stock and carrying it ready for prompt delivery.

The tendency among furniture manufacturers has been for some time toward letting the material man carry their stock of raw material for them. This tendency is very noticeable in the lumber trade and many of the lumber people serving the furniture trade not only make it a point to get prompt shipment on standard lumber stock but are even prepared to serve the trade promptly with various special dimensions, and often carry in stock dimensions that are used regularly enough to be classed as standard. Of late years the furniture manufacturers have managed to get good enough service in this quick action business from the lumber fraternity that they naturally turn with something of the same idea toward veneer and panel people and seek for prompt action.

Whether this attitude is fair and just toward the veneer and panel manufacturers is a matter that may be open to argument, but, however that may be, it is a condition that confronts the trade, and the important question of the day is how best to meet it.

There are enough people in the veneer and panel business anxiously seeking for business and trade openings and striving for the sake of business to humor every whim of the buyer that it puts the man who would fight against these tendencies in a position to lose some of his trade rather than gain his point.

One thing that even the dissenters from the idea of stock carrying in the veneer and panel trade must admit is that standardization is one of the greatest factors in modern progress and in reducing the cost of work. Every branch of industry in the world that can do so is striving to standardize every possible item in its product, not merely to establish local standards, but national and international standards. The veneer and panel industry may not offer so many opportunities for standardization as some other industries, but there are some opportunities even in the veneer and panel industry, and there are many more than have already been developed. What the trade needs is to seek them out and develop every one that has possibilities. The veneer and panel trade can do a lot along this line itself, and once the ball is started rolling properly and begins to attract widespread attention, it should be comparatively easy to secure the cooperation of all the important veneer and panel users in this work of setting forth specifically as many standards as possible to the end that the manufacturers may make up and carry in stock material for prompt delivery.

There is plenty of evidence that some progress is being made, and it is a pretty safe prophecy that more progress will be made in the next few years than has been made in the past few. How much progress and how much good both manufacturers and users may derive from it in the next few years will depend materially upon the active interest shown.

Let us cut out the unbelief, and remember that it is "can," not "can't," that does things, and we will see some substantial progress made in the next few years in the matter of standards in the veneer and panel trade that will make practical the carrying of more stock on hand ahead of needs.

J. C. T.

### Still Going the Rounds

The coming timber famine fallacy which somebody started fifteen years ago and backed up with statistics, is still going the rounds. The prophets announced then that ten years would wind up the wood resources of this country, and they proved it by percentages, and cited Germany as a fearful example of timber famine. That was much more than ten years ago, and the famine has not come yet. However, the prophets are still predicting, and ten years is still named as the fatal time when the timber famine will arrive, and still Germany is pointed out as the victim of the kind of famine that is headed straight in our direction. A recent issue of Railroad Mensays: "In ten years the United States will be drained of all its valuable timber." It quotes Dean Ferguson as authority, but does not state whether he is one of the old prophets or a new one, but he does not fail to point a warning finger toward Germany.

It may be asked seriously about how much longer that timber famine story is good for?



# Pertinent Legal Findings



### EMPLOYER'S DUTY TO WORKMEN

Although a lumber company is not an insurer of the safety of its employes while at work, it is bound to use a reasonable degree of care to avoid permitting dangerous conditions to exist. The duty to safeguard machinery in a particular instance depends upon the question whether a safety appliance is practicable and in general use in similar establishments. An employer is also bound to warn a workman against all natural dangers of his work which the latter does not know or would not discover for himself in the exercise of ordinary care for his own safety. (North Carolina Supreme Court, Steeley vs. Dare Lumber Company, 80 Southeastern Reporter 963.

### DAMAGES RECOVERABLE FOR BREACH OF CONTRACT

One who establishes breach of a contract is entitled to recover nominal damages, although he fails to prove any actual damage. (Texas Court of Civil Appeals, Caswell vs. J. S. McCall & Son, 163 Southwestern Reporter 1001.)

### ORAL LICENSE TO USE LAND REVOCABLE

A landowner who has orally agreed to permit another to haul lumber across his land is entitled to revoke the permission at will, especially where no consideration has been received by him for the right. This is so even if the result is that the other party is thus prevented from getting his timber to market and complying with a contract of sale made with a third person. (Kentucky Court of Appeals, Elswick vs. Ramly, 163 Southwestern Reporter 751.) Note.—This decision suggests the importance to one who desires to obtain the right of hauling logs or lumber across the lands of another or having the contract reduced to writing and supported by some substantial consideration, so as to prevent revocation of the privilege before expiration of the contract period.

### PERSONAL LIABILITY OF SAWMILL SUPERINTENDENT

The superintendent of a sawmill is not liable to damages for injury to a customer while on the premises, caused by negligence of employes, unless the superintendent's negligence directly contributed to the injury. (Tennessee Supreme Court, Brown & Sons' Lumber Company vs. Sessler, 163 Southwestern Reporter 812.)

### REFUSAL TO RECEIVE PROPERTY BOUGHT

When one who has contracted to buy property assigns specific reasons for refusing to receive the same when delivery is tendered by the seller, he will not afterwards be permitted to assign other reasons. (West Virginia Supreme Court of Appeals, Linger vs. Wilson, 80 Southeastern Reporter, 1108.)

### EFFECT OF SAWMILL CONTRACT

A cooperage company which contracted with a sawmill operator whereby he agreed to operate sawmill machinery furnished by the company, which undertook to take the product of the mill at specified prices and to advance money to meet his payroll to an amount not exceeding seventy-five per cent of the value of lumber on hand, did not become liable for the cost of lumber purchased by him, he not being an agent of the company in such capacity as to bind it for such purchases. (Arkansas Supreme Court, Gulf Cooperage Company vs. Poindexter, 163 Southwestern Reporter 1145.)

### AUTHORITY OF INSURANCE AGENTS

An agent authorized by a fire insurance company to issue and renew policies has implied power to bind the company by an oral agreement to renew policies about to expire. (Kentucky Court of Appeals, Fireman's Fund Insurance Company vs. Searcy, 163 Southwestern Reporter 1103.)

### CONTRACT FOR BELT LINE CONNECTION

In a suit by a hardwood lumber company against a land company to recover damages for breach of a contract to provide belt line connections for the lumber company's sawmill plant, a judgment for \$17,500 was not excessive where it appeared that for eight years the capacity of the plant was reduced from 20,000,000 feet annually to 9,000,000 feet on account of inability to procure the connection. (United States Circuit Court of Appeals, Sixth Circuit; South Mem-

phis Land Company vs. McLean Hardwood Lumber Company, 210 Federal Reporter 257.)

### INJURY SUSTAINED IN UNLOADING LOGS

An inexperienced boy, seventeen years old, engaged in assisting in unloading logs from a flat car in the night-time, did not assume the risk of being struck by a log which swung around, if there was not enough light to enable him to see how the logs lay. (United States Circuit Court of Appeals, Potlatch Lumber Company vs. O'Connell, 210 Federal Reporter 434.)

### TIME FOR REMOVAL OF TIMBER

When a contract for the sale of standing timber requires removal within a certain number of years, but contains a clause to the effect that the purchaser shall have "further time" on payment of taxes covering the land, payment of taxes does not give him an indefinite extension of time, and removal of the timber must be completed within a reasonable time. (Louisiana Supreme Court, Savage vs. Wyatt Lumber Company, 64 Southern Reporter 491.

### AMOUNT RECOVERABLE FOR PERSONAL INJURY

Seventeen thousand five hundred dollars is not excessive recovery for personal injury to a lumber company's employe, including loss of a leg, where it appears that he was only twenty-nine years old and had previously been able to earn \$75 monthly. (Mississippi Supreme Court, Easterling Lumber Company vs. Pierce, 64 Southern Reporter 461.)

### NOTE AS PAYMENT OF ACCOUNT

When lumber is bought for, and is charged to, a married woman, the mere fact that the dealer subsequently takes the husband's note for the amount does not-constitute such payment of the original account as discharges the wife's liability, unless it is expressly understood that the note should be received in full payment. (Nebraska Supreme Court, Edwards & Bradford Lumber Company vs. Lamb, 145 Northwestern Reporter 703.)

### DAMAGES RECOVERABLE FOR BREACH OF CONTRACT

Damages recoverable for breach of contract to furnish sufficient logs to cut a specified quantity of lumber at a specified price are measurable by the excess above the amount of profits actually received under the contract of the profits which would have been derived from a performance of the contract in full. (St. Louis Court of Appeals, Terry vs. Hogan, 163 Southwestern Reporter 873.)

### A Forgotten Timber Trade

Digging among the mounds of ruined cities in the Euphrates valley, the excavators uncover logs of wood which formed beams and columns in palaces and warehouses. None of these ruins are less than 1,000 years old and some are much older. Some date back to the time of the Mohammedan conquest of Persia, and others long before. Particularly rich finds of that sort have come to light at Bagdad, Ctesiphon and Samaria. It recently occurred to investigators to examine those old beams somewhat carefully. It had been taken for granted that the wood had grown somewhere in the highlands north of the ruined cities and had been rafted down the Euphrates or the Tigris river. It has turned out quite different from that. The wood has proved to be teak, of species which grow in Burma and the Andaman islands, 5,000 or 6,000 miles distant from the place where it was used. Long voyages were necessary to bring it. The ships engaged in the trade sailed 300 miles or more down the Euphrates river from Bagdad, thence nearly 1,000 miles through the Persian Gulf, 500 miles through another gulf to the open sea, thence 3,000 miles across the Indian ocean, rounding the southern point of Hindustan, and thus reaching the Andaman islands, the nearest place where that species of teak grows. There is no known record of that old timber trade, but it unquestionably took place, and it is known to have continued during hundreds of years. Probably two or three years were consumed in a single voyage from the Euphrates to the teak forests and return.



# London Hardwood Measurements



The Timber Trades Journal of London has been publishing correspondence in recent numbers on the subject of measurements of American hardwoods. G. A. Farber is the latest contributor to this interesting correspondence. He is chairman of the committee on measurements for the National Lumber Exporters' Association of London. He writes in substance as follows:

"I quite agree that the London system of measurements is very accurate as to widths and lengths. This has always been acknowledged; but where the great difference comes in is in taking the thickness, the dock company being entirely too technical, reducing the thickness for the smallest fraction of an inch under size. Technically it may be right; but American lumber cannot be manufactured successfully if measurements are to be made on such a technical basis and reduced to next size when found to be not full thickness over the entire piece. The American hardwood manufacturers do not make their goods for the London market alone, but for the markets of the world, including their own country, and it can be easily proved that in no other market is the thickness taken in such a technical way as in London by the dock company. Even the London merchants do not apply the dock company's technical rule, but are practical.

"Regarding measuring on the 12-foot basis, the new conditions adopted by the National Lumber Exporters' Association stipulate American board rule full contents, which does not mean 12-foot basis. The only difference between 12-foot basis and full contents system is in the fractions. These may, or may not, be in favor of the shipper, according to the fractions as they occur. The 12-foot basis was adopted for the convenience of the export trade in general, so as to show the buyer at a glance the number of pieces of each width his specifications contained, as many buyers have certain customers for certain widths, and also in order to compute the average widths quickly; it was not with an idea of any gain to the shipper. Moreover, it will be found that the 12-foot basis of measurement also shows gains for the buyer as well as for the shipper, and one should about offset the other, so there is nothing much in this. Take, for instance, a board 1 inch thick, 16 inches wide and 14 feet long. Contents full board rule, 19 feet; and 100 boards would be 1,900 feet super. If measured on 12-foot basis, 1 × 16 inches wide by 14 feet long = 16 feet, and 100 pieces would be 1,600 feet, add one-sixth to bring it to 14 feet = 1,866 feet, showing a difference of 34 feet super against the shipper. The difference is simply a matter of fractions occurring most often for or against either method.

"Referring to the suggestion that goods measured in merchants" yards are measured as tightly as possible for selling purposes, and not done so carefully as when measured by the Port of London Authority. American shippers are selling their wood to the merchants, and not to the Port of London Authority, and there is no reason why any consumer should receive a tighter measurement on goods that have not been measured by the dock company than goods that have. I do not know a fairer lot of men than the London merchants, and I do not believe a single one would ask a shipper to accept the dock company's measurement, and re-measure the goods tighter for selling purposes, if he knew that the dock company's measure nearly always shows a shortage on shippers' measure. The trouble is not with the London merchants; it is with the London hardwood brokers dealing in American hardwoods. They do not wish to change old customs, and the small effort exerted by them to bring the London merchants to meet the National Lumber Exporters' Association Committee on Measurements more than a year ago was very evident of the lack of interest taken by the brokers to help American hardwood shippers to secure more even measurements in London.

"Regarding the 1½ per cent shortage referred to, the writer of the letter wishes to know why the buyer should pay for something he does not receive. This is not the intention of the shipper, and if it were the buyer has the remedy in his own hands. He can allow for the 1½ per cent shortage in the price he offers. Surely there must be some give and take in the matter of measurements of lumber. There are on an average more than 1,000 pieces of lumber in an American carload, and no two men can measure them alike, or in exactly the same place, and there must be some difference.

"As to the question of thickness which the writer of the letter refers to, it is evident that he knows absolutely nothing about the manufacturing of American hardwoods on the high-speed mills in the States, or he would not make the statement he does. If the London trade expects to receive American hardwoods sawn exactly to thickness when dry, they may as well import the logs and saw them in the United Kingdom where the sawing is perfect. Shippers can supply only what they can produce, and buyers, I feel sure, understand this. The writer of the letter states that some shippers do cut their goods full thickness. If he means every piece is full thickness, I take exception to this, especially as to shipments from the southern states, such as Mississippi, as even though the wood is cut full thicknesswhen it falls from the big saw, it does not all dry with the same shrinkage, owing to the different texture of the wood—I refer chiefly to plain and quartered oak."

### Natural Finish for Black Walnut

In endeavoring to analyze the reasons for the falling off in the demand for black walnut, it seems to be the consensus of opinion that it can be traced directly to wrong methods of finishing. No one will maintain that the old sombre American walnut furniture as it used to be finished in dull black tones, was really fitting for anything that was designed to furnish the abode of mankind, more specifically the home. The old wood finishers were laboring under some false idea of beauty or probably they did not investigate the possibilities of wood finishing to the extent that would enable them to turn out an article that would really be pleasing to the eye. It is really difficult to find any logical reason for the character of finish that used to be put on walnut furniture of various kinds.

However, this has all been changed. Even if the furniture and piano dealers and others actively engaged in marketing home furnishing products did not take an active enough interest or did not fully appreciate the potential possibilities in walnut, those whose money was invested in producing lumber and veneers of this wood have realized its possibilities and have given it close study. As a result they are gradually winning over the producers of furniture, interior finish, etc., to their way of thinking, and are gradually prevailing upon them to try out the market with modernized walnut products, so finished that they are really beautiful objects.

That their efforts are bearing fruit is absolutely proven by actual statistics regarding the production of walnut. Five or six years ago the output of walnut could be conservatively placed at 35,000,000 and 40,000,000 feet a year. One of the biggest manufacturers in the walnut business, a man whose fingers are on the pulse of the consuming trade and who is in a position to know what he is talking about, says that last year the production, figuring conservatively, was no less than 50,000,000 feet, of which 35,000,000 to 40,000,000 feet was exported. Thus it can be seen concretely that the actual production is increasing, and of course it is reasonable to suppose that this increase in production means an increase in demand as the outputs have been marketed.

In this connection it is interesting to cite a few specific cases which illustrate the increasing demand for walnut products. One large Indiana furniture manufacturing concern states that at the January Chicago exhibits, its sales for bedroom suites made up in American walnut in the natural finish, were more than the sales combined for mahogany, white enamel and quartered oak stock. This seems to be a pretty strong statement, but it comes directly from this concern and is absolutely a fact. It can hence be readily appreciated that there is a real and growing stimulus in the demand for walnut furniture and similar articles.



# Right Pay for Lumber Salesmen



Most traveling salesmen of lumber concerns are paid a salary and expenses. In many other lines manufacturers and jobbers have found it advisable to put their men on a commission or salary and commission basis, believing that only by this means are they certain of getting aggressive, enthusiastic effort from the salesman all the time. The question naturally presents itself, which is the better plan?

Advocates of the commission idea point out that the average salesman, like most everybody else on this mundane sphere, is working chiefly because he has to. With his earnings fixed in advance, and a definite limit placed upon them, for a time at least, is he not likely to loaf on the job and do only as much as necessary, rather than as much as possible?

That is the theory of the proposition; and in other lines of business all kinds of devices have been provided as a means of stimulating the salesman to greater and greater exertions. The plan always is to keep the traveler from getting into a rut of self-satisfaction, and to supply a mental spur which will keep him working at top of his ability.

It is true that in other departments of industry payment according to production is getting to be the rule, rather than the exception. Hardwood Record has explained the various piecework plans used in the lumber yard, and in this connection it is worth recalling that such plans have not only enabled the lumberman to get his stock handled more cheaply, but has also given the workmen more money, thus benefiting both. In retail stores almost everywhere some form of the commission is seen in the p. m. or premium system, by which the salespeople get special rewards for moving goods which are either going out of style or which have proved to be "stickers."

Did you ever notice special eagerness on the part of a shoe salesman to sell you a pair of shoes you didn't want? The chances are that he had a p. m. coming to him if he sold that particular pair, and of course he did his best to earn the commission.

In the furniture business the plan is to pay the traveling salesmen five per cent on their sales. They pay their own expenses out of this, A few of the big houses with well-established trade send their men out on salaries, but this is the exception and not the rule. One of the chief advantages derived by the manufacturer from this plan is that his sales cost is known in advance. It is five per cent—no more and no less. Does the lumberman know how much it will cost him to sell the stock on his yard?

One manufacturing concern in another line believes in the commission plan to such an extent that it has worked out a profit-sharing scheme, whereby each salesman is paid in accordance with the amount which the house has made on his sales. This is one plan which it might be worth while to apply to the lumber business. The house knows the factory and overhead cost of every item sold, and knows the salary and expense account of the salesman. These costs are deducted from the sales, and the salesman is given a percentage of the profits. That makes for care in placing the right kind of business with the right kind of consumers, and keeps the salesman from selling the easy ones without regard to pushing the profitable lines.

Getting down to the facts, however, it must be admitted that the Iumber business is different from most other lines. For one thing, prices are elastic, because every consumer wants something different. For another thing, there is always more or less dispute regarding grade and measurement. That means that the salesman, being the ambassador and diplomatic representative as well as the order-taker, must spend part of his time adjusting differences between the house and the customer.

Obviously, it would not do to have a commission salesman on the job in a case of this kind, where the salesman must act for the best interests of the house. He would probably be too anxious to make another sale to be willing to spend much time looking after the customer whose business had already been taken care of.

The matter of which lines to push is probably as important as any other one consideration in deciding the lumberman to pay salaries to his salesmen instead of commissions. The lumber business requires careful handling, so as to keep the stock moving evenly. It wouldn't do to sell nothing but plain oak, even though the market on that item were good, and let a big accumulation of chestnut remain on the yard. The efforts of the salesman who is a real salesman and not merely an order-taker, must be delicately adjusted to the condition at the mill or yard, so that he will sell the lumber which needs to be sold and not merely that which can be moved most easily.

The man on commission has no incentive to hold up prices. He is out to sell lumber and he will sell it for as little as the lumber concern will take. His plan is "quick sales and small profits," only the small profits are for the lumberman, because his own are uniform, depending only on the values involved and not on the margin to the handler. As stated, there are as many prices, almost, as there are consumers, depending on the special requirements of each factory. If the lumberman finds that his stock is being offered on a rock bottom basis to everybody, regardless of the kind of material needed, he will speedily realize that most of the business being turned in is of the dollar-swapping variety.

Still another objection to having a salesman on commission is that of credit hazards. The home office, of course, must be the final arbiter in all cases where credits are concerned, but the man who is getting a salary and has no incentive to get any business except that which is best for the boss is not going to offer lumber to a concern which he thinks is likely to cause trouble when it comes to paying for it. The commission man is always willing to take a chance, because it is the house, and not he, that is taking the chance.

From all of these standpoints it seems that the lumber business is sui generis, a rara avis and a good many other untranslatable things. It is done in a fashion which is dissimilar from that of any other business. The man who sells a bill of goods in any other line seldom has to do more than make the sale. The possible range of quality is so small and the needs of the buyer are so standard that it is next to impossible for even a tyro to make a bad mistake. But turn loose a salesman who knows little or nothing of lumber, and see how speedily he can tangle up the firm's business!

"The fact of the matter is that our salesmen are more than salesmen," said the head of a leading hardwood concern, which sells all over the northern and eastern portions of the continent, and has half a dozen salesmen covering the principal consuming centers. "They are our representatives in all that the word implies. They must act for us, not merely as to sales, but as to matters of policy. They must be able to speak for us as to many things, and then to advise us as to the special requirements of each customer.

"In order to get this kind of service we must pay for it. We cannot expect a man who is paid merely to sell to spend a great part of his time doing missionary work. And yet that is what we want our road men to do. That means a salaried job. It is possible that our men are less aggressive than they would be otherwise; but, on the other hand, they know that they must sell lumber in order to stay on the pay-roll.

In this connection it is worth noting that this house has recently organized its sales department more thoroughly, appointing a sales manager to do nothing except look after that end of the business. Heretofore the general manager has had to supervise manufacturing and yard operations, as well as keep six salesmen on their toes, and he has found the job too onerous. The man who is studying sales only, like the man who is devoting all his time to running the mill, can do better work in that particular capacity.

The forestry students in the Michigan Agricultural College did not encounter any of the "spicy breezes" which "blow soft o'er Ceylon's isle" while engaged in this winter's field work. They went up among the mountains of West Virginia where the laurel is buried under three feet of snow and the spruce trees are icy pinnacles, and there they put into practice some of their class room instructions, and got close to the heart of nature at a time of year when most people prefer to be close to the stove.



# Need of State Forestry



In an address before the thirty eighth annual meeting of the Minnesota State Forestry Association, J. Garvin Peters, who represented the work of state and national coöperation in forestry, outlined the field which state forestry ought to occupy in this country. He insisted that four things should be considered in taking up forestry problems. First, the bulk of our forest lands are in private ownership; second, these private lands are overcut; third, there is a general lack of forestry practice on the areas cut over; and fourth, it takes such a long time to produce a forest crop.

The area of absolute or permanent forest land in the United States, that is, land which will grow trees but is unsuited to agriculture, is probably 450,000,000 acres. Of this area, private owners hold approximately seventy-five per cent. It is clear, therefore, that the bulk of our future timber supply must come from these privately owned lands. It cannot continue to come from the countries now exporting timber in large quantities because they will soon have no more to spare.

Mr. Peters stated that the annual cut per acre is forty cubic feet, while the growth does not average more than twelve; but that with scientific management the annual growth could be brought up to forty or even fifty cubic feet per acre. With few exceptions, no forestry is now being practiced on cutover lands in this country, while fire is reducing many areas to barrens.

This is the land which states should own. The care of it is usually too burdensome for the individual owner, and returns are too far in the future to attract private capital. The speaker pointed out some of the obstacles in the way of immediate public ownership of large areas. Large sums of money to make the purchase are not available, and public sentiment is not yet strongly demanding that the purchase be made. Some states, however, have taken energetic measures to protect forest land, even though the states do not own it. Oregon, for example, has a compulsory fire-patrol law for private land, and New York, Minnesota, Washington and Oregon have laws regulating the piling of slash. Nevada regulates the size of trees which shall not be cut, and Maine exercises certain supervision over forest lands privately owned. Several other state legislatures have bills pending which seek to regulate such lands for the public good.

Some states, practically all in the West, already own large forest areas of land grants, which they have not yet disposed of. The establishment of public forests by these states is, therefore, a simple problem as compared with that confronting the older states which have long ago parted with their lands for a mere song and must now go into the open market to buy them back, minus the timber, for many times the original selling price. These older states furnish very striking examples of a mistaken land policy, which it is not too late for the newer ones to heed.

Mr. Peters pointed out that between state and federal ownership of forests there is this distinction, namely, that the former may be managed entirely in the interest of the individual state; the latter, in the interest of the nation as a whole. But there is every reason for the closest coöperation between both agencies. State forests are necessary to supplement national forests, and the efforts of both state and nation will accomplish none too much. The demand in some quarters for state control of the national forests is simply a movement to turn their vast resources over to private interests.

As a national remedy for a fast dwindling timber supply and for lack of protection to the watersheds of navigable streams the states should assist and supplement the government in acquiring ownership of the forests. While these problems are of the greatest importance to the whole country, they are none the less ones in which the individual state is vitally concerned also.

Public ownership will guarantee a stable administration of the properties. They will be removed from the possibility of change of ownership. The successful application of forestry methods can only be secured in the long run under ownership which is permanent and long-lived.

A stable lumber industry will be assured giving steady employment to the wage-earner. Areas now in waste and barren land will be reforested, and the crop in time harvested on a basis of the annual yield. The large mill which clears the land and moves on to other fields, often into distant states, leaving behind deserted towns, will be a thing of the past. Instead, there will be mills, perhaps not so large, doing a permanent, steady business.

Mr. Peters quoted items of cost and profit in a number of foreign countries which have managed their forests a long time, and it was shown that the operation can be made profitable to the state, in addition to the advantages which will come to the people by having a necessary supply of timber.

### Traffic Matters Around Memphis

the hearing in the case involving the proposed western rate advance of one to three cents per hundred pounds on shipments of hardwood lumber and products made therefrom, which was to have been held in St. Louis April 1, has, at the request of the carriers, been postponed until June 1. The date for the effectiveness of the proposed advances, which were suspended by the commission at the request of the Southern Hardwood Traffic Bureau, has been advanced to December 1, so that there will be plenty of time in which to prepare the necessary data to be used in combatting the higher rates. There were only a few days intervening between the announcement of the date for the hearing and the hearing itself, and the Southern Hardwood Traffic Association is congratulating itself over the postponement. Officials will at least be able to work on the subject diligently and with some assurance of successful opposition, now that they have a number of weeks to devote themselves to the issues involved in this hearing. It is estimated that hardwood lumber interests in the southern territory will have to pay about \$1,500,000 more for freight service if the higher rates are sustained and there is no denying that everything that can be done in the way of opposition will be vigorously pushed by the officials of an organization that never does things by halves and that has a long record of victories to its credit. It is realized that this is one of the "big cases" before the commission and hardwood lumber interests are preparing to make the fight of their lives when the hearing begins June 1 next.

In the meantime the bureau will have its hands quite full preparing for the hearing in the case of the Bellgrade Lumber Company, which has been set for April 27 at Memphis. This will be before J. T. Hines, special examiner-attorney for the commission. It involves the securing of rates of eleven and ten cents, respectively, on shipments of hardwood lumber and lumber products from points above and below the main line of the Southern Railway in Mississippi to New Orleans. About a year ago rates of eleven and ten cents were made applicable to gum and cottonwood from the localities already defined to that destination and the Bellgrade Lumber Company is seeking to obtain an order from the commission directing the defendant roads, the Illinois Central and Yazoo & Mississippi Valley, to apply the same rates to all hardwood lumber shipments. The hardwood lumber interests of Memphis recently decided upon the filing of an intervening petition, to be heard at the same time as the case of the Bellgrade Lumber Company, through which a rate of eleven cents is sought on all shipments of hardwood lumber and lumber products from Memphis to New Orleans as against the present rate of twelve cents. It is pointed out that, if the Bellgrade Lumber Company is successful, Memphis, which lies only a few miles above the Mississippi state line, is entitled to the rate of eleven cents which will become applicable on shipments from that boundary to New Orleans. The intervening petition is in the name of the Anderson-Tully Company. The Southern Hardwood Traffic Association will have charge of both of these cases. J. R. Walker, attorney of the bureau. will come from Washington to assist J. H. Townshend, general manager, when the hearings are called.

# The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

### B 707-Wants Wagon Oak and Hickory Dimension Connections

Winnipeg, Man., April 1.—Editor Hardwood Record: You will undoubtedly remember the writer as laving been previously located in the Fisher building, Chicago. We have recently decided to add a hardwood department to our business and wish, among other things, to locate one or more good shippers for wagon oak and hickory dimension. The writer will consider it a personal favor if you will give him any information that you have on this, as we are rather isolated in Deated in Chicago.

The writer of the above letter was formerly a prominent member of the Chicago hardwood trade, and is now located with a first-class wholesale hardwood concern at Winnipeg. This should be a valuable connection for a good American succent. Entrop.

### B 708-Wants Market for Cherry and Rock Elm

Hanover, Ont., April 6.—Editor Hardwood Record: We have one carload of dry 4/4 cherry, No. 2 common and better. Also 5 cars 6/4 and 8/4 rock elm, No. 1 common and better, and we will have 8 or 10 cars more during the summer months and could saw to order. As we do not use any of the above in our works, we want to sell, and if you will give me the name of a reliable manufacturer who would use these woods we would be pleased to hear from you.

A list of a few users of this material has been supplied the above. Anyone interested can have the address on application.—EDITOR.

### B 709-Wants Addresses Rim and Spoke Manufacturers

Lexington, Va., April 1.—Editor Hardwood Record: Will you please furnish me at once with the address of several wheel manufacturers who use hickory for rims and spokes? We have a fine lot of logs and want some western buyers.

This concern has been supplied with a short list of possible customers in this line. Others interested can have the address by writing this office.—EDITOR.

### B 710-Wants Kiln-Dried Quartered White Oak Dimension

Grand Rapids, Mich., March 30.—Editor Hardwood Record: The writer was interested in your article on page 33, current number, headed "Furniture Factory Short-Cuts," and would ask you to kindly advise us, or have the writer of this article advise the names of a few concerns carrying kiln-dried dimension stock, especially in 4/4 quartered oak lengths 49 and 55 inch, white oak being all that is of interest to us.

The concern writing this letter is one of the best known furniture manufacturers in the business and has been given the names of some people who could possibly supply it with this stock. Others interested can have the name and addresses on application to Hardwood Record office.—Editor.

### B 711-Wants Inch Basswood S1S

Coldwater, Mich., April 1 .- Editor Hardwood Record: We are in the market for the following stock:

14,000 pieces 4 x22: 22,000 pieces 4 x23½
43,000 pieces 54 x22: 22,000 pieces 5½x33
3,000 pieces 54 x31: 44,000 pieces 5½x31
6,000 pieces 6%x42; 1 inch basswood surfaced one side to

6,000 pieces 6%x42; 1 inch basswood surfaced one side to 5/16, clear of all defects. If you can put us in touch with any mills who might desire to contract, we will consider it a favor.

The company is a well-rated remanufacturer of hardwoods, and this offers a good opportunity for those in a position to figure on such an order. Anyone desiring to know the identity of this company can have its name on application.—Editor.

### B 712-Wants List of Manufacturers of Plow Handles

Los Angeles, Cal., March 26.—Editor Hardwood Record: Will you kindly send to us the addresses of several plow handle manufacturers, that is manufacturers of handles in the rough, ready for factory use?

The concern writing this letter is a well rated manufacturer of carriages and wagons, agricultural implements, etc. Anyone desiring the name and specific address should write HARDWOOD RECORD.—EDITOR.

### B 713—Wants to Buy Popple Lumber and to Sell No. 2 Common Cherry

Noblesville, 10a. March 16.—Taster Healthown R and also the names of manufacturers of popple lumber, and also the names of parties who use 4/4 No. 2 common cherry?

A possible source of supply for popple lumber has been suggested to the above and a few users of cherry also supplied. Anyone interested in negotiating with this correspondent will be given the name upon request.—EDITOR.

### B 714-Wants Information As to the Use of Hardwood Offal

New York, March 25.—Editor Hardwood Record: We are taking the liberty of addressing you, believing that you can give us some information we are seeking.

We are desirous of learning the uses to which wood offal is put. The offal we have in mind consists of hardwood, chiefly oak, and amounts to a little over three tons daily, half being sawdust and the other balf being slabs, edgings, etc. Of course, offal is utilized in making charcoal and recovering the by-products, and we understand, it is also used for making briquettes. However, as the amount involved is comparatively small, we do not know whether it would be profitable to use it for these purposes. Possibly you can inform us more definitely in this matter, and also suggest the most profitable uses to which this offal may be pur-

We do not desire to put you to any great trouble, but any information you can give us on this subject will be appreciated very much. Thanking you in anticipation, we remain,

THE NATIONAL ASSOCIATION OF MANUAL CRIBS

The above has been advised that it is true that such material has been utilized in making charcoal and recovering by-products. The best results have been secured from the processes of distillation with the use of such woods as birch, beech and maple, oak not having produced so well. In the manufacture of charcoal, of course, oak is an excellent material.

The by-products proposition in hardwood to be feasible is rather dependent upon good sized supply of raw material, i. e., offial, but inasmuch as it is stated that the supply on hand is limited, it is difficult to see how this product can be utilized except in the manufacture of small stock of various kinds from the slabs directly through suitable machines and success in this is dependent upon favorable circumstances.

The manufacture of dimension stock in this country is of ever increasing importance, but the pursuit of this business on a paying basis has been rather difficult on account of inadequate prices realized

This correspondent has further been advised that he could hardly profit by attempting to utilize this offal in any other way than by mere mechanical remanufacturing of good sized slabs, and by the utilization of the stuff as firewood if it is near enough to market.—
EDITOR.

# Clubs and Associations

### Southern Hardwood Traffic Bureau Changes Name

"The Southern Hardwood Traffic Association" will henceforth describe the organization operating in the interests of southern hardwood lumbermen, previously known as the Southern Hardwood Traffic Bureau. This change was adopted at a meeting held in Memphis on March 21.

# Michigan Manufacturers to Meet During Forest Products Exposition

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich., announces that the next meeting of the Michigan Hardwood Manufacturers' Association will be held in Chicago some time during the Forest Products Exposition, which will be in session here from April 30 to May 9. The subject was put to a vote of the members of the association, and a sufficient number of affirmative replies were received expressing a desire to attend the Forest Products Exposition, and also take care of the quarterly meeting at the same time. The specific date has not yet been announced, but will be in due time.

### Meeting Philadelphia Exchange

The last monthly meeting of the Lumbermen's Exchange, before the annual, was held April 2, President Benjamin Stoker in the chair. A communication from the Pennsylvania Manufacturers' Association was received at this meeting asking the exchange to send delegates to the convention to be held at the Believue-Stratford hotel, April 3, for the purpose of discussing and agreeing upon a workmen's compensation bill. A resolution directing the president to appoint a committee was passed,

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### Meeting of Chicago Association

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### THE IMPRIENT DRIVERS

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know that the committee stands absolutely on the ground that the roads these are, and we know that you will be very glad to give to those roads the traffic which you control.

the lumbermen may understand the carriers' desires and wherein the carriers may understand the lumbermen's problems. Heretofore this at an end.

at an end.

have Mr. Barlow of the Association of Commerce here, but he was called to Washington. The latest word appears to be that the commission is in so very deep and the country is pressing for such an early decision.

M. Association of the country is pressing for such an early decision appear to be against the charge and surply the shippers and many of to worre.

John Claney, chairman of the fire limits extension committee, said mountee has seen working with might and main on the m terests of that work with the hope of keeping the fire limits extension within reasonable proportions. Mr. Claney said that about thirty-five square miles were embraced in the extension of limits in June, 1912. and that there is now before the sub-committee of the city government a resolution to further extend the limits. Mr. Claney said that figures on the so-called semi-fireproof construction, maintaining that the cost is only about five or six per cent greater than wood construction, are erroneous, and he placed the increased cost at about from twenty-five to forty per cent.

President Crow then spoke of the work being done to entertain visitors in attendance at the Forest Products Exposition, stating that the committees appointed by the association had met on March 19 with Se retail Roodes of the National Lumber Manufacturers' Association and Manager George S. Wood of the Exposition, and that the lumber ose hat, o had secored a booth with the idea of making arrangements t entend a crutal welcome to visitors.

H. D. Well chairman of the entertainment committee then reported, outlining its work and the work connected with the Forest Products Establish

After that discussion it was reported that four association meetings a . f = 5+ 1 fumby the year, the division meetings to take place

E A Thornton speaking of the proposed move of the Lumbermen -Club to the proposed lumbermen's building, said that it will be necessary to have seventy-five additional members before entering into a lease with the McCormick estate. Mr. Thornton expressed himself as televious that the additions, memberably could be secured in time.

The meeting then ad, imped.

### Monthly Meeting of Cincinnati Lumbermen's Club

A very well attended and enthusiastic meeting of the Cincinnati Lumbermen's Club was held at the Hotel Gibson, April 6. The new quarters of the Automobile Club in the hotel were recently opened and on invitation of the auto boys the lumbermen held the meeting in their new home. After the usual course dinner was disposed of, the meeting was called to order by President Hagemeyer. Among the committees that made reports was one appointed to protest against the proposed charge for spotting cars. The members were glad to learn that the matter has been stopped temporarily at least. The square deal policy of the club was again in evidence, a matter in dispute having been settled betwo a star of the commerce and a promonent New York concern.

The club went on record as being in favor of the proposed advance of 5 per cent in all freight rates, and the secretary was instructed to so notify the Interstate Commerce Commission. Another matter of impor-" I was all was to care endorsement of the sail now before Congress at the R 1-12- Armound by segmentative A. J. Salath, of Chicago, and providing for the prosecution of any or all persons using the mails of the United States for the transmission of false statements in and " " to be an or and The matter came up in the shape of a communication from the National Wholesale Lumber Dealers' Association. is asking all assistance possible in an effort to have the bill passed. The Land to the The Landerment of the National Credit Men's exposition and instructed Secretary Bolser to write all of the congressthe committee to " ... aquaring toer support of the measure. Many that it is the state of the present of its kind to come before the same of the same of the same of

Let prove all his to prove him as the fire advance the following of the second relation N. Indiana et al. · Value of the time of the control o percentage and the following of the first of the contract of the Notice and the first party of the same of to kind the first and the second of the seco to elect their favorites.

the second secon the state of the s the section of the se fund to be used by the Chamber of Commerce in advertising the city and a source of our set Mr. In the company of the contract of to dato \$8 and in thing of a contract of the second of the second Similar Control of present in the Control of Authority 

### Regular Meeting Memphis Club

To Indianassia (M. S. 116 pg. 18. 19.19) ig duty Hit have to entredict and it for to question described to the contract of the c Positive time Co., we have the control of the control C PRINCES TO THE VINE TO HE ARE entry and entry, start (North All Harding Harding As Start to find the interest term is a reason with an extension of the This brought forth much discussion and many suggestions, including the securing of a very attractive young lady as keeper to welcome the visitors, including the members of the club, and, if necessary teach them how to tango, dance the hesitation waltr and perform other feats. This suggestion appealed particularly to S. M. Nickey, chairman of the law and insurance committee, who is now taking dancing lessons in order that be may participate in the numerous social functions to be given by the club. It was pointed out that at present these rooms are particularly beautiful but that they are unattractive for the reason that nobody likes to be all alone. It was also emphasized that, after incurring so large at explose it was large a limity all with the strength practically without value to the club. They were designed for the double purpose of giving the members a place to meet informally and to advertise the beauty and utility of the woods manufactured in this section for interior decoration and finish. But there is no attendance so far in the part of the monores whatse of the brothness to which reference has already been made and there is no one to welcome visitors and therefore there are few who go there. John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, said that he had taken several contractors and architects to visit the rooms and that they in turn had taken some of their customers, all of whom were duly impressed with the interior and the woods used for that purpose. said that he intended writing letters to all the architects, contractors. builders and prospective builders, asking that they visit the rooms and learn for themselves something of what can be accomplished in the way of paneling and other decorative work with the material at hand. In this he has the hearty indersement of the club members. Others suggested that a sign in gold letters "Visitors Welcome" be placed on the door leading to the rooms while it was likewise suggested that placards should be placed in the hotels and other public places calling attention to these rooms and requesting that they be visited for purposes of inspection All of these suggestions, however, were turned over to the board of directors and the whole matter was referred to them, with the request that they bring in their recommendations to the next meeting of the club. It is practically a foregone conclusion that some one will be permanently employed to look after these rooms and show them to visitors and, after listening to the arguments for and against both men and young ladies, it is practically a cinch that one of the latter will be secured. The rooms are beautifully furnished and elegantly finished and the club is determined that it shall get good value out of them.

S. M. Nickey and S. B. Anderson brought to the attention of the club the importance to manufacturers of the annual of the Tennessee Manufacturers' Association held in Nashville, April S and 9. So far as the club is concerned, the subject was disposed of through instructions to the president to empower every lumberman from Memphis who attended the annual in question to act as a representative of the Lumbermen's Club of Memphis, to the end that the interests of its members may be

The entertainment committee was, on motion of John M. Pritchard. authorized to prepare another entertainment similar to the one recently given at the Hotel Chisca by the Lumbermen's Club. The committee is to select the date and announce this to the members, all of whom are cordially invited to participate. The entertainment is to be a cross between a cabaret show and a tange party and the new ers both old and volume are looking forward to not with not but is to it to as up in intensity in accordance with their artists to the larger the new steps

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### Gum Lumber Manufacturers' Associamen to Meet in May

Secretary John M. Pritonard of the Born Lumber Martin at a less of the state of th No. 1 The second interest find to municipates and desire is figure but in

In a section of the s that will serve as a distinct encouragement to the original organizers 

The wire of this increase carried has either a me of the or since with a the managed and agreement the second control of the second control the growing state of the state The coming meeting promises to be well and order as a plant this

### Northern Hemlock and Hardwood Delegates Chosen

The following delegates and alternates have been appoint if to him sent the Northern Hemlock & Hardwood Manufacturers' Association at the inche in the National Court With Lambour Association at 

Geo. H. Chapman, Stanley, Wis.; W. B. Clubine, Park Falls, Wis.; J. R. Chapman, Stanley, Wis.; W. B. Chapman, Wis.; W. R. S. W. S. W. S. W. J. Quinlan, Soper-

Market Religions We will be a series of the control of the control

This will be the largest as well as the most interesting meeting ever and your North section and to serve first a menter of that work delegates and alternates attend and participate in the proceedings. The grant of a second of the process of the Ferrest Products Paper in

### Hardwood Timber of the Solomon Islands

Some very valuable timber is contained in the Solomon Islands, a British in the real of a Parish of war appearing source aget stands might as an an in service equater in the So far nervice in his been direct ilikra iki inni yilimri readh air nigh khakennete atennine have him made from time to time to introduce Solomon Island timber on the

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Another valuable timber closely allied to the "bauri" at New Zealand the first the second of the se the market are being considered. There is a good demand for this class of the second of the property of the second of the second of the second of than New Zealand kauri.

### With the Trade

### New York Mutual Casualty Company Formed

The Lumber Mutual Casualty Insurance Company has been formed in New York by men prominent in the lumber business. The new compensation law makes it compulsory for business men to carry insurance of this kind and it is the purpose of the Lumber Casualty Company to specialize in compensation insurance for the lumber trade.

The final organization was effected at a meeting held in the office of The unal organization was effected at a meeting held in the office of E. F. Perry, New York, on March 14. At this meeting M. E. Preisch of the Haines Lumber Company, North Tonawanda, was elected president to serve until the annual meeting in April. The other officers elected are: Vict Passinians E. F. Perry and Horacs C. Mills. Structural Louis H. Parker, Assistancy Scientiaus K. C. Dwarts. Treasurement Charles F. Fischer.

TREASTREE—Charles F. Fischer.
ACT MA II. I. Still.
COUNSEL—D. Theodore Kelly of Conway, Williams & Kelly.
EXECUTIVE COMMITTE—Martin J. E. Hoban, Rufus L. Sisson, R. R.
Griswold, A. R. Carr, Frederick Cleveland, with president and general
manager co officio members.
The company means to write compensation insurance for the lumber

trade at rates that will be no higher than those of the stock companies, while careful management in the selection of risks with an eye single to "safety first" will mean a saving in the shape of annual dividends to policy holders.

### Passing of Frederick Weyerhaeuser

In the death of Frederick Weyerhaeuser, of St. Paul, Minn., the lumber trade lost a man who has done more for its development probably than any one individual in its history. In the life of this man can be traced the real history of the lumber business, as he started in the lowest capacity and eventually at the age of seventy-nine had attained riches which yied with if not exceeded those of John D. Rockefeller. Mr. Weyerhaeuser succumbed to a sudden attack of pneumonia at Pasadena, Cal., on April 4. The body was placed aboard a train later and sent to Rock Island, Ill., his old home, for interment.

Mr. Weyerhaeuser had caught a severe cold which developed alarming symptoms, but after his children were sent for he seemed to be on the road to recovery. However, a relapse occurred which took him off rather suddenly after his sons, John, Frederick, Rudolph and Charles, and daughters, Mrs. Margaret Jewett, Mrs. W. B. Hill and Mrs. S. S. Davis, had reached his bedside.

Mr. Weyerhaeuser came to this country from Neidersaulheim, Germany where he was born November 21, 1834. His immigration occurred at the time he was eighteen years of age and after his father had died.

His family migrated to Erie County, Pennsylvania, and his first employment was with a brewery. This work did not last long, however, and he next became a farmer, earning \$13 a month.

His family eventually moved to Coal Valley, Rock Island County, Ill., in 1856, where Mr. Weyerhaeuser's first sawmilling experience began. He accepted the job as night fireman in the sawmill of Mead, Smith & March. Eventually by dint of close application, thrift and economy he, with his brother-in-law, obtained control of a small sawmill in Rock Island during the early sixties, he having been married previously in 1857 to Elizabeth Bloedel, who had come from his home town. Mrs. Weyerhaeuser died two years ago.

The thrift and economy which Mr. Weverhaeuser had exercised in the beginning continued and with it his financial strength continued to grow. He concentrated his efforts on the salvage of logs, thousands of which were allowed by other concerns to escape in the drives to mills. the same lines he eventually thought out the plan of forming the Mississippi River Boom & Logging Company in order to cut out the profits of cutters, drivers, steamboat men and others before the logs reached the mills. This organization, which was a combination of the biggest men in the lumber business in the Middle West, was eventually consummated at the Briggs House in Chicago in 1870. Mr. Weyerhaeuser eventually becoming president, which position he held for forty years.

His accumulation of timber, from which he has made his greatest wealth rather than from actual sawmill operations, continued steadily and eventually in 1894 he gained the co-opeartion of Edward Hines, also an exceedingly successful lumberman of Chicago, which resulted in future important developments. His first large holdings were in the white pine lands of Michigan, Wisconsin and Minnesota, but in later years be entered the Pacific coast field and also gained vast interests in southern pine operations. In fact, so tremendous were his dealings that organizations of from \$12,000,000 to \$15,000,000 were considered as comparatively small.

Mr. Weyerhaeuser's wealth was estimated at from \$1,000,000,000 to \$1,500,000,000, and it will be difficult to arrive at an actual estimate till such time as a careful appraisal has been made.

His four sons continue in business which their father founded and all have gained their knowledge by passing through a training school of

Mr. Weyerhaeuser lived unpretentiously in a comfortable mansion in St. Paul and never made any special pretenses. He will be mourned by his many friends in and out of the lumber business who recognized in his quiet, simple but blameless life a sterling character.

### Old Dominion Veneer Company

HARDWOOD RECORD is advised that the Old Dominion Veneer Company. of North Emporia, Va., is fully organized with \$70,000 capital stock.
The officers are: W. S. Goodyn, president: Harry Schwartz, secretary and treasurer, and Burdis Anderson, vice-president and general manager.

Messrs, Goodwyn and Schwartz are the leading citizens and capitalists of North Emperia and vicinity, and are at the head of the largest bank and of the hydro-electric plant, large box factories and other interests.

The vice-president and general manager, Burdis Anderson, has too long been identified with the veneer business to need any further introduction.

The new concern has acquired all the property and rights of the Schwartz & Willard Company, which had operated a two-machine rotary mill at North Emporia for two years. The mill has been completely remodeled, doubling the log boiling and veneer cutting facilities and has installed electric power with individual motor drives throughout. This will greatly increase the capacity and efficiency of the mill.

The company owns upwards of 25,000,000 feet of timber, largely suitable for veneers, and will buy both standing timber and logs.

The plant is further fitted with a large Philadelphia textile dryer, an electric hoist and derrick in the yard, and every modern appliance, so that it stands as one of the best equipped mills in that part of the country, and is as well prepared as any to produce rotary cut veneers promptly and economically.





LOUIS H. PARKER, NEW YORK CITY, SEC-RETARY OF THE LUMBER MUTUAL MINN., BORN NOVEMBER 21, 1834— CASUALTY INSURANCE COMPANY DIED APRIL 4, 1914



BURDIS ANDERSON, VICE-PRESIDENT AND GENERAL MANAGER OLD DOMINION VENEER COMPANY, NORTH EMPORIA, VA.

### W. B. Morgan Moves to Pine Bluff

W. B. Morgan, secretary of the Anderson Tully Company until a few days ago, has gone to Pine Bluff, Ark., to take charge of the affairs of the Morgan Vencer Company which was recently capital stock of \$100,000 and which is erecting a plant at that point for the manufacture of rotary veneers from gum lumber. Mr. Morgan's resignation became effective April 1 and he is now at Pine Bluff. Much pleasure is expressed among his friends over the fact that, while Mr. Morgan has accepted the presidency and general management of the new company, he will retain his stock in the Anderson-Tully Company and will likewise remain a director in that corporation. It is more than probable too, that he will retain his position as a member of the governing board of the Sou hern Harlwood Fraffic Association. directors of that body reside outside of Memphis. Mr. Morgan's family will remain in Memphis for a time and then join him at Pine Bluff where they will make their future home. Mr. Morgan, in leaving Memphis, carries with him the good wishes of an unusually large circle of friends who have recognized his business ability and who are predicting for him a brilliant career in his new field.

### Broom Handle Factory to Operate

It is announced from South Pittsburg, Tenn., that the broom handle factory recently started by the H. T. Haskew Lumber Company of that city will soon be in operation. The machinery is pretty well installed and a considerable number of new hands will be taken on. It is expected that there is sufficient broom handle timber in the immediate neighborhood of South Pittsburg to make possible the operation of a mill for an indefinite period.

### Furniture Factory Damaged by Fire

Fire of unknown origin destroyed the dry kiln and stock room of the Buckstaff-Edwards Furniture Company at Oshkosh, Wis., on Monday, March 30. Considerable damage was done to mahogany and hardwood stocks and the flames threatened the main buildings. Work in the factories was interrupted for only one day. The loss was fully covered by insurance.

### The Stimson Veneer and Lumber Company

The Stimson Veneer and Lumber Company which recently filed articles of incorporation at Memphis, with a capital stock of \$100,000, as announced in HARDWOOD RECORD, will be perfected as soon as the charter has been received. The stockholders in this corporation are practically identical with those in the J. V. Stimson Hardwood Company and it is known that J. V. Stimson will head the new firm which has been organized for the specific purpose of operating the hardwood mill and veneer plant recently purchased from the Willey interests in Chicago. This machinery is located in North Memphis and has been idle for some years. It was recently purchased by J. V. Stimson and associates. The sawmill has already been placed in operation but it is cutting for the J. V. Stimson Hardwood Company at present and will continue to do so until the new company has secured a sufficient log supply of its own. The veneer machinery has not yet been started but it will be placed in operation shortly in the interest of the Stimson Veneer & Lumber Company. R. V. Stimson, who recently came to Memphis from Chicago, will be in charge of operations at the Willey plant. Much pleasure is expressed in hardwood circles here over the developments which have resulted in the reopening of the band mill and veneer machinery, as the plant is one of the largest and most complete in this part of the country. The incorporators of the new firm are B. F. Katterhenry, J. V. Stimson, R. V. Stimson, A. M. Horton and D. L. Katterhenry.

### An Important Machinery Transaction

One of the most important machinery transactions for some time was the recent purchase of the Hanna-Brackenridge Company, Fort Wayne, Ind., by the Wayne Machinery Company of that place. The officers and directors of the new firm are: George H. Van Arnam, Nathan Rothschild, W. L. Fridall, A. N. Cruser, J. E. Elliott, sales manager, and J. E. Monahan, factory manager.

The business is to be carried on as a general machinery merchandizing proposition, and the experience of the men in charge, together with the personnel of the board of directors should merit the consideration and confidence of the trade.

The business of the Hanna-Brackenridge Company was organized some fifteen years ago, and this concern was widely known as a dealer in and rebuilder of second-hand machinery.

The stock taken over by the new company consists of between 600 and 700 machines, including sawmill, planing mill, box, furniture, hoop, stave, heading, wheel, wagon, sash, blind, engine, electrical and various other kinds of machinery equipment, together with boilers, tools, etc.

This stock is to be largely reduced and the determination of the Wayne Machinery Company is that each machine shall conform strictly to representation.

### New Russe & Burgess Mill Burned

The big new band mill of Russe & Burgess, Inc., which was built last year to replace the old plant, was entirely destroyed by fire which originated in the engine room early Sunday morning. The loss is estimated at \$50,000, fully covered by insurance. The plant was located

outside of the city limits and a long line of hose had to be stretched in order to enable the firemen to fight the blaze. They succeeded, however, in confining the flames to the mill proper, thus preventing a spread thereof to the lumber owned by that firm as well as by other firms having mills and yards in the North Memphis lumber district.

Two representatives of the company from which the firm bought the new machinery last year have already arrived in Memphis, in response to telegraphic requests from the members of Russe & Burgess, Inc., which is only another way of saying that immediate steps will be taken looking to the rebuilding of the mill. Specifications are now being prepared and the order will be placed with as little delay as possible. In the meantime, the firm has made arrangements with the I. M. Darnell & Sons Company and the Gayoso Lumber Company to do its sawing for it, so that the fire will interfere very little with its business

This is the fifth lumber fire within the past year and, by a rather striking coincidence, practically all of them have occurred on Sunday morning. No importance, however, is attached to this latter fact.

### Starts Veneer Plant in Arkansas

The Purdy-Cooper Chair Company plant at Malvern, Ark., has been leased by H. A. and R. E. Van Deasen, late of Cotton Plant, who will convert it into a factory for the manufacture of drawer bottoms, tanks, cross-banding, center and face stock. These gentlemen who have had twenty-five years' experience in their lines intend to begin work imme-



Birch Veneers. Also Elm, Maple and Basswood WE MANUFACTURE FINE ROTARY CUT

STOLLE LUMBER & VENEER CO, Tripoli, Wis.

LET US QUOTE YOU

# Dermott Land & Lumber Co.

Plain and OAK Gum, Ash, Quartered OAK Elm, Hickory

**Highest Quality Band Sawn** Southern Hardwoods

DERMOTT, ARK.

# Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

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IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEP-TIONALLY GOOD.

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"Harris" Hardwood Flooring

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS

Soft White Pine, Oak, Poplar, Chestnut, Hemlock
PACILITIES BAND Sawed Stock RIDGWAY
PENNSYLVANIA
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# CINCINNATI Hardwood Manufacturers and Jobbers

SHAWNEE LUMBER CO.

HARDWOODS, WHITE PINE and HEMLOCK
Sales Office—South Side Station—C. H. & D. R. R.

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OAK, ASH, POPLAR & CHESTNUT

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

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WALNUT, OAK, AND OTHER HARDWOODS
103-4-5 CAREW BUILDING

### KILN-DRIED OAK

and other Hardwoods are among our many "specialties" which are so satisfactory to others. Why not you?

MIGHT PAY YOU TO GET IN TOUCH WITH US. IT HAS OTHERS

THE M. B. FARRIN LUMBER CO.

### OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
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### DAY LUMBER & COAL CO.

Mfrs. YELLOW POPLAR and WHITE OAK

### RIEMEIER LUMBER CO.

OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

### E. C. BRADLEY LUMBER CO.

HIGH GRADE WEST VIRGINIA HARDWOODS
GOERKE BUILDING
AD MARINE DOUBLE OF THE PROPERTY OF THE PRO

diately, and will install new machinery and overhaul old machinery, beginning operations within a couple of months. The plant will employ from twenty-five to fifty men.

### Fire Started by Tramps

Tramps built a fire on the wooden floor of a vacant factory building in the Greenpoint section of Brooklyn, N. Y., recently, and as a result a \$300,000 damage resulted. The flames spread rapidly from the vacant building to a large four-story factory of the Standard Wood Turning Company, and before they were checked one side of the building, which occupied half a block, was burned.

### New Kentucky Veneer Plant

There has been a new band sawmill erected at Jackson, Ky., by S. E. Patton, manufacturer of hardwood lumber, veneers and other wood products of Jackson. Mr. Patton purposes further to erect a veneer plant within a short time. He will manufacture sliced and rotary cut veneers in walnut, poplar, oak, basswood and hard maple.

### Fire Causes Damage in Furniture Warehouse

Fire destroyed part of a warehouse used by the Boutell Furniture Company at St. Paul, Minn, on the night of March 29. The damage to merchandise is estimated at \$50,000. The fire started on the second floor. Much of the damage was caused by water.

### A Correction

The last issue of Hardwood Record contained, under Chicago news, a statement based on some misinformation to the effect that the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., had sold out to P. T. Langan, Cairo, Ill. This statement as received at this office specified that development exactly, but it was an error, as the Williamson-Kuny Mill & Lumber Company has simply sold out its retail lumber stock such as sash, doors, bliuds and builders' hardware, which is maintained at Cairo, Ill., and which represented only five per cent of the total assets of the company. The sale had nothing to do with the sawmill business, wholesale lumber business, veneer business or dimension stock business, all of which have grown to such an extent that the company has decided to give its whole time and attention to that end, and go out of the retail lumber business altogether. The latter has been one of the branches for the last ten years.

### Large Timber Tract Sold

It is announced that the Vredenburgh Sawmill Company of Vredenburgh, Ala., has purchased of P. B. Ray of Salco, Ala., 16,000 acres of timber land in Monroe county, that state. The consideration is not stated. The land, which is known as the Hunter-Benn tract, is heavily timbered, and it is the intention of the sawmill company to cut all timber and afterward sell the land in small tracts. The land is said to be suitable for agricultural purposes.

The timber from the land will be hauled to the mill at Vredenburgh over the tracks of the new Gulf, Florida & Alabama railroad, which is building through the tract at the present time. The tract of land is about forty miles from Vredenburgh and in two months the railroad will reach Vredenburgh.

Mrs. Anna H. Coppock

Mrs. Anna H. Coppock, wife of Samuel P. Coppock, Fort Wayne, Ind., died at noon, Tuesday, March 17, at her home, 901 West Wayne street. She had been in poor health for several months, but her condition seemed to be improving until she was suddenly attacked with heart failure and passed away in a few minutes.

Mrs. Coppock was born at Taylorsville, Pa., July 3, 1849, and was brought to Ohio when small by her parents who traveled in a covered wagon. They took up residence in the neighborhood of Alliance, O, until the early '90s, and then moved to Portsmouth, O. From there they traveled to Fort Wayne, in 1899. Mrs. Coppock was held in high esteem by all who knew her, and was especially esteemed for her love, good cheer and devotion to her family and friends, and her never ceasing kindliness and optimism.

The surviving family consists of the husband, S. P. Coppock, and the following sons and daughters: Mrs. J. W. Taylor, Columbus, O.; Mrs. W. P. Lowry, Portsmouth, O.; Willis H. Coppock, Orleans, Ind.; Orroll U. Coppock, Memphis, Tenn.; Thomas B. Coppock, and the Misses Sue and Agnes Coppock of Fort Wayne, and a sister, Mrs. Will Coultes, and brother, Edward Buckman, of Topeka, Kan.

S. P. Coppock and his three sons are associated together in the firm of S. P. Coppock & Sons, Fort Wayne.

### Mrs. George O. Worland

HARDWOOD RECORD received with deep regret notice of the death of Mrs. George O. Worland, sasistant manager of the Evansville Veneer Company of Evansville, Ind., and present secretary of the Evansville Lumbermen's Club. Mrs. Worland has suffered patiently for several years with complications and died at Evansville from paralysis. She was buried Saturday morning, March 22. The services were conducted by the Rev. Father Ryves and the interment was at Oak Hill Cemetery. Bedna Young, Daniel A. Wertz, J. C. Greer, Charles W. Talge, Mr. Raymond and John C. Keller acted as pallbearers.

Mrs. Worland was thirty-eight years old at the time of her death. She came from a prominent family of Richmond, Ky., and was a woman who had many friends.

### Elmer E. Barnaby

Charles H Barnaly, president of the National Hardwood Lumber Association and proprietor of a business run by bimself at Greeneastle, Ind., lost his brother, Elmer E. Barnaby, of Nashville, Tenn., who died at Nashville on March 30 after a long illness. Mr. Barnaby had suffered for some time with kidney trouble

The deceased was formerly in partnership with his brother, they operating as Barnaby Brothers at Greeneastle. Ill health eventually compelled him to retire from active business.

He was born at Alliance, O., on February 14, 1862. His operation with his brother was terminated in 1898.

### New Blue Book Out

The National Lurder Manufactures' Credit Corporation, St. Louis, Mo. announces that the new April, 1914, edition of the Blue Book has just been sent out, and that it contains a world of new information, the book being considerably larger than any before published

# Pertinent Information

### Kitchen Cabinets in Swiss Homes

A report by Philip Holland, at Basel, Switzerland, says that in that country a home is incomplete without a kitchen cabinet or a like piece of furniture in the kitchen. As German is the language of the northern Swiss, the German habits and customs prevail. These people are most thifty and systematic and have a place for everything and everything in its place. Almost every home is provided with an article of furniture in the kitchen which serves as a receptacle for the various culinary articles and supplies.

Selling prices in Basel range from \$14 to \$56, according to size and finish, some expensive cabinets being elaborately ornamental. Those on display in furniture stores here are of local make. Sometimes they are specially designed to fit into given spaces in the kitchens. The Swiss artisan is adept in constructing such articles of furniture as require careful detail work.

The consul thinks it is likely that a market can be found in Basel for the American-made kitchen cabinet if it can be proved to the public that the article is equal to or superior to those in the local market and can be sold for the same or lower price. Granting that this can be done, the question arises of getting the article before the public. To do this, the dealer must first be convinced that the article is salable.

It is suggested that firms seeking to enter that market send a representative who speaks German to introduce the goods.

### Largest Cross-Cut Saw Ever Made

There has just been delivered to Rodney Burns Redwood Novelty Company of Eureka, Cal., the largest cross-cut saw that has ever been made so far as is known. This is twenty-two feet three inches long and is furnished with Redwood King pattern of teeth, which are exceedingly long and are particularly adapted to sawing a high class of timber. The saw was made on special order for felling and cross-cutting a redwood tree twenty feet in diameter. Logs thirty feet long will be cut from this and shipped in sections to San Francisco. These sections formed into a log and stump hut will be on exhibition at the Panama Exposition at San

On account of the excessively large diameter of the tree it was necessary to order a special saw which would admit of the cutting of logs without the use of an ax. There is shown herewith a photograph of the saw, which was made by E. C. Atkins & Co., of Indianapolis, Ind., from which photograph some conception of its size can be formed.

The use of this saw will necessitate the employment of two men on either end. Saw will be exhibited in connection with the logs at the exposition.



THE LARGEST CROSS-CUT SAW EVER MADE-TWENTY-TWO FEET THREE INCHES LONG.

### WE OFFER

# Wisconsin Birch

DRY STOCK. AS FOLLOWS:

5 CARS 4 4 NO. 1 COMMON

CARS 4/4 NO. 1 COM. & BTR. RED CARS 4 4 NO. 1 COMMON RED

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Send your inquiries. We have all grades and

STEVEN & JARVIS LUMBER CO. EAU CLAIRE WISCONSIN



We Have Nothing But Flat Dried Stock EDINBURGH, INDIANA

# The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods CAR STOCK

WHITE PINE

YELLOW PINE

High Quality-Prompt Delivery

WE WANT TO MOVE AT ONCE

200 M. ft. 8/4 No. 1 Common Hard Maple 500 M. ft. 4/4 No. 1 Common Basswood 100 M. ft. 4/4 No. 1 Common unselected

Send us your inquiries

1 car 8/4 L. R. Wisconsin White Oak



LICKING RIVER LUMBER COMPANY

114 Lumber Street SOUTH BEND, INDIANA

### THE GLUE THAT IS APPLIED COLD -



# In Flush Veneered Doors

The chief consideration is uniformly highgrade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Of vegetable glue insures absolute uniformity because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

# Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing-for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

### A DOOR MAKER SAYS:

Tacoma, Washington, U. S. A., Sept. 29, 1913.

Perkins Glue Company, South Bend, Indiana.

Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.

Yours very truly, RHC:S R. H. Clarke, 17000000

# **Perkins Glue Company**

Originators and Patentees 805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

### An Opportunity for Foreign Investment

A recent consular and trade report issued by the Bureau of Foreign and Domestic Commerce, department of commerce, Washington, D. C., contains a notice of an opportunity for foreign investment in timber under heading No. 12751, timber concessions.

The report from an American consular officer states that a resident of his district has furnished details regarding certain timber concessions which he claims he is in a position to obtain. The timber includes cedar, fir, larch, oak, ash, birch and walnut. This person states that he will be willing to offer his assistance for the organization of a company to exploit the forests. He desires to hear from American capitalists interested in this proposition.

### Joint Rates Suspended

Freight tariffs published March 1 which were to cancel joint rates made between the trunk line railroads and industrial lines in all parts of the country, have been suspended by the Interstate Commerce Commission until July 30. The action was taken following the filing of protests against the proposed cancellation by several industrial lines, including two in the Chicago district. Several trade organizations also protested. The contention on the part of the trade organizations was that the cancellation of joint rates would increase the sum charged shippers for handling freight. This increase would come under the charges made by the switching lines of the roads along which the factories are located.

It seems that the suspension is not effective against certain industrial railroads which have figured in investigations effecting the iron and steel industries. Both of these roads are operating in the Chicago district and do not come under the order, and the cancellation of the joint rates is, so far as they are concerned, now in effect.

### Western Woods for Telephone Poles

The Forest Products Laboratory at Madison, Wis., has completed a series of tests undertaken for the purpose of determining the suitability of certain western timbers for telephone poles. The experiments were made by Norman de W. Betts and A. L. Heim. The result has been wholly satisfactory and shows that with preservative treatment enormous resources of poles may be made available on the western mountains.

The rapid extension of telephone and power lines in the West makes the question of pole supply one of increasing importance. Tests show that both green and fire-killed lodgepole pine and fire-killed Engelmann spruce will, under certain conditions, make suitable pole timbers. Western red cedar has long been the standard pole timber in the western states. It has held its place mainly on account of its durability in contact with the soil, though its light weight has also been a very desirable feature. The tree (Thuja plicata) grows principally in Washington, Oregon, and northern Idaho. In addition to its wide use for poles, it is extensively cut for lumber, and especially for shingles. In the states south of its region of growth the cost of cedar is high, owing to the great distances over which it must be transported. Moreover, the heavy drain on the available supply must soon result in higher stumpage prices. There are at present in both the Rocky Mountain and coast ranges abundant stands of lodgepole pine (Pinus contorta), often called by local lumbermen "white pine," of little value for lumber, but well adapted for poles. Lodgepole pine is not naturally durable in contact with the ground, and for that reason has not been able to enter the field as a competitor of western red cedar. The general adoption of preservative treatments by railroad and telephone companies, however, has changed the situation. At an additional cost for treatment that still leaves the pine pole the cheaper of the two in most of the markets outside the region where cedar grows, the pine may be made to last longer than untreated cedar. Lodgepole pine takes treatment readily. Cedar, on the other hand, allows but a very shallow penetration.

Another tree, Engelmann spruce (Picea engelmanni) also has a wide distribution throughout the Rocky Mountains, although it grows commercially only at the higher altitudes. It is thus not so available as the lodgepole pine, nor in shape or in its ability to take preservative treat-ment is it so well adapted for poles. It grows farther south, however, and in many districts is the only native timber available for pole use. The relatively restricted range of western red cedar indicates the importance to the more southern mountain states of determining the value of local timbers for telephone and power line poles

Forest fires in the Rocky Mountains have killed many stands of spruce and pine, and the disposal of this material, which, through checking, is rendered practically useless for saw timber, has always been a troublesome problem. On many areas such material remains entirely sound for a number of years after the fire, and, besides, is thoroughly seasoned and thus ready for treatment as soon as cut. In some regions the mines use all the available dead timber, though elsewhere there is a great deal of prejudice against the use of fire-killed material, under the mistaken assumption that there is some inherent difference in wood that has been seasoned on the stump and wood that has been cut when green.

### The Spring Fire Hazard

The Lumbermen's Underwriting Alliance, Kansas City, Mo., has issued its regular news bulletin for the information of its members. It emphasizes the warning that high winds of spring increase the danger of tites. Here a usuarry dry weather during part of this period, and dangerous fires are liable to start. It is of particular importance that premises be kept clean during this time. Combustible material should be kept out of reach of sparks that may fall in, on, or about the buildings and yards. It is necessary to increase the efficiency of watchmen, because the more promptly a blaze or smoldering spark is discovered, the less is the dauger that the fire will spread and get beyond control.

The record shows that, as is usual during the winter season, fire losses have been very light. Cold weather, abundant rain or snow in most sections, and absence of high wind have rendered it comparatively easy to check such blazes as developed without serious damage. That no season is proof against starting of fires is demonstrated by such fires as did occur. Ten were reported by members of the alliance between January 2 and March 14. The largest loss was that of the Crookston Lumber Company at Bemidji, Minn., \$9,000. All other losses combined did not

### Statement of Ownership and Management

Agreeable to the act of Congress of August 24, 1912, requiring publishers of periodicals to file with the postmaster-general and the postmaster in the office at which such publication is entered, a sworn statement setting forth the names and postoffice addresses of editors and managing editor. publisher, business manager and owners, and in addition the stockholders, if the publication is owned by a corporation, and also the names of known bondholders, mortgages, or other security holders, and that such sworn statement shall be published in such newspaper or other publication, the following statement is herewith printed:

HARDWOOD RECORD is published twice a month at Chicago, Ill. The names and postoffice addresses of the editors are as follows:

Henry H. Gibson, editor and business manager, 5229 Greenwood avenue, Chicago, Ill.

Hu Maxwell, 927 Asbury avenue, Evanston, Ill., associate editor. E. W. Meeker, 926 Airdrie place, Chicago, Ill., associate editor. Publisher: The Hardwood Company, 537 South Dearborn street, Chicago, Ill., the officers of which are Henry H. Gibson, president; E. H. Defebaugh, vice-president; Harry F. Ake, secretary-treasurer.

Stockholders holding one per cent or more of total amount of stock are Henry H. Gibson and E. H. Defebaugh.

There are no known bondholders, mortgages and other security holders holding any bonds, mortgages or other securities of this company. Henry H. Gibson, (Signed.)

Editor and Business Manager. Sworn to and subscribed before me this sixteenth day of March, 1914. J. S. Pennington.

Notary Public

My commission expires October 24, 1916.

### Hoo-Hoo House at San Francisco

There will be at least one building at the Panama Exposition in the construction of which no imitation of wood will be allowed. It will be the Hoo-Hoo house, which will be the headquarters of that association at San Francisco in 1915. It will be the only forestry building there, or the closest approach to a forestry building. The lumbermen of the Pacific coast and of the Inland Empire will build it, and have already taken steps to raise funds among themselves for that purpose. The assessments will be prorated according to the lumber cut in 1913. The manufacturers of sugar pine, redwood, and California white pine will pay one cent per thousand feet of their annual cut; those who cut Douglas fir, spruce, western hemlock and cedar will pay three-fourths of a cent, and millmen of the Inland Empire will pay half a cent.

The cost of the building and the decoration of the grounds will not be less than \$50,000, and the plan is to complete the work next fall and have everything ready in ample time before the exposition opens. The western lumbermen are making preparations to entertain their brethren from east of the Rocky mountains, as well as from all other quarters of the world.

The building will be of educational value. Pacific coast woods will be used in its construction, and no pains will be spared to give an object lesson that will be remembered. The various woods will be displayed in the best manner to show their use.

### Tests of White Oak Barrels

The Forest Products Luboratory at Madison, Wis., recently completed a series of tests of forty-eight white oak barrels. The work was done in cooperation with the Bureau for the Safe Transportation of Dangerous The barrels were made by the St. Louis Cooperage Company. Explosives. The tests included side compression, internal pressure, diagonal compression, and dropping. They were submitted to those tests while filled with water. The purpose was to determine how much they would stand. The results have been published, but as the barrels were not compared with any other class of containers, or with barrels of any other material, the conclusions appeal only to technical men who will figure results applicable

### Deck Cargoes to Spain

According to a report from Barcelona, the Spanish government has now been constrained to rescind the law that was to have come into force at the beginning of this year, and according to which deck cargoes on woodladen vessels destined for Spain should not be allowed during the winter months. Spanish importers, as well as foreign exporters and shipowners, took energetic measures to get this law cancelled, on the ground that it was disadvantageous for wood shippers. The Spanish government postponed the carrying through of the law till the beginning of this year, but, as stated, has now been compelled to recall it entirely.

### Scientific Management

A text book on the scientific management of business has been published by the System Company, of Chicago and New York. It is of a size that may be carried in the pocket, though it is not a reference book. It shows results in eight factories, each illustrating a method of performing a certain class of work. The purpose is to show the advantages of applying most approved systems in carrying on certain kinds of work. The topics considered are: Standard Tools; A Planning Room; Inside and Outside Planning Boards; Details of Planning Boards; Stockroom Arrangements; Tool Storage Detail; The Ten-Hour Clock; Speed Boss at Work; Selecting Correct Tools; Machine Order Racks; Tools and Materials Saved from Scraps; Assembly Room Arrangement; Right and Wrong Tool Grinding,

### The Timbers of Panama

A report on some of the valuable hardwood timbers of Panama was recently published by the Bureau of Foreign and Domestic Commerce, the material for the report having been compiled by James C. Kellogg, stationed at Colon.

The word cacha refers, in common Central American usage, to three kinds of trees: Guarca casba, Carapa gunanemis, and Sucietema mahagoni. All three occur in the higher parts of Panama. The first two attain a height of 100 feet or more. Their timber is so similar to Honduras mahogany (Swietenia mahagoni) that it is equally valuable-about \$90 per 1,000 feet. The Guarea caoba will run from 3,000 to 5,000 feet per acre, and the amount now standing in the country is valued at \$180,-000.000.

The espave (Anacardium rhinocarpus, family Anacardiacem), often 5 feet thick at the base, grows to a height of 80 to 120 feet, of which 40 feet from the base is clear. Some of the large branches are available for lumber. Some forests average fifteen big trees to the acre. The leaves are large, somewhat heart-shaped, light green, and very abundant. The espave is prized so much by the natives as a shade tree that they usually spare it in clearing for planting. They use the timber, however, for their

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KRAETZER CURED OR AIR DRIED

We have on hand for quick shipment some choice 4/4" No. 1 common and better plain and quartered red gum, also No. 1 common plain and quartered red gum.

All the above on sticks over one year LET US QUOTE DELIVERED PRICES

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(Main Office) Proctor, Arkansas (TWENTY MILES WEST OF MEMPHIS ON C. R. I. & P.)

# MILLER LUMBER CO.

### Marianna, Arkansas

We offer for immediate shipment the following stock 12 months and over dry:

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

1 sar 4 4 8 Select and Better express

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1 sar 4 1 1 3 and 2nd Ash 10 and 12 bengths

1 sar 4 1 No 1 common and Better equi, White task Strips

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# Our Corps of Inspectors

Intelligent!

Highly Trained!

Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri

# **Band Sawed Stock**

6 cars 4/4 1sts & 2nds Red Gum 10 cars 4/4 No. 1 Com, Red Gum 10 cars 4/4 1sts & 2nds Sap Gum 20 cars 4/4 No. 1 Com. Sap Gum 4/4 Gum Panel and Gum Box Boards and all grades of 4/4 Oak and Ash

# JONES & DUNN, Jennie, Ark.

Manufacturers Band Sawed Hardwoods

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

- MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

# **Ouartered Red G**u

Plain and Quartered Gum, Two Years on Sticks 4/4", 5/4", 6/4" and 8/4" Thicknesses

3" No. 1 Common

Mark H. Brown Lumber Company **Hardwood Manufacturers** Mounds, Ark.

Eleven Miles West of Momphis, Tenn. Address Sales Dept., P. O. Box 337, Memphis, Tenn.

s many of which last for a generation or more. The wood is of a peddise one color, resembling malogany, for which it is often mistaken It is close-grained, durable, and uniform in texture, takes a polish, and works readily. There are probably 1,500,000 of these trees in Panama. the tumber is worth 880 per 1,000 per and the total value is about

The guava-an (Teensa chrusantha, family Bignomacca) is somewhat smaller than most hardwoods, averaging 70 feet high and 2 feet thick and branching 30 feet from the ground. The leaves are small and compound. and the grayish black bark is rough and shaggy, with longitudinal fur-The inflorescence is a mass of magnificent golden blossoms. The wood, hardest and most durable of the timbers of Panama, is akin to the lignum-vitæ (Guaiacum) of the West Indies. It is much heavier than water, and to be rafted must be carried with lighter wood. Railway ties of guayacan have been in use on the Panama railroad for more than fifty Since it is so hard that holes had to be bored for the spikes, it might be advisable to work it green for some purposes. The small waste of the industry might be used for shuttle blocks, of which the supply in the United States is fast becoming exhausted. There are probably 1,000,-300 of these trees in Panama, worth about \$40,000,000.

The laurel (Cordia gerascanthus, family Borraginaceæ), 3 feet in diamcter, grows on hillsides to a height of 100 feet. The bark is white. The wood is yellow, hard, fine-grained, durable, and easily worked. It is said to be good for piling. There are probably more than 1,000,000 laurel trees in Panama, with an average yield of 1,000 feet per tree and a total value

The Santa Maria or calaba (Calophullum calaba, family Gutiferæ) is a large evergreen, attaining a height of 100 feet or over with more than 50 feet clear and with a diameter at the base of about 3 feet. The bark is comparatively thin, mottled gray and black, and slightly rough. It peels from the wood readily. The wood is grayish white, as hard and elastic as hickory and also similar to teak. It is durable straight, and closegrained, takes a good polish, and splits longitudinally better than most tropical hardwoods. It was used by the Indians for bows and is employed almost exclusively for palanquin poles. There is probably \$70,-000,000 worth of this timber in Panama

### Inquiry for Wood Carvings

The Bureau of Foreign and Domestic Commerce says that an American consular officer in Canada transmits the name of a firm in his district which desires to receive from American manufacturers c.i.f. quotations on veneer woods pressed, imitation wood carvings, and machine-made wood carvings. Quotations should be accompanied by printed or other descriptive matter. Correspondence may be in English, and prices may be quoted in American currency. The name and address of the firm making the inquiry may be obtained from the bureau at Washington, D. C. number of the inquiry is 12,544, which should be given by those who address the bureau for further information.

### Hardwood News Notes

### =≺ MISCELLANEOUS >----

The Ames Dean Carriage Company, Jackson, Mich., is reported to be out of business.

The Oxnard Eucalyptus Milis, Inc., Oxnard, Cal., has become an involuntary bankrupt.

The Globe Casket Company, of Kalamazoo, Mich., has increased its capital stock to \$100,000.

The Seymour Chair Company, of Seymour, Ind., is reported to have increased its capital stock materially.

The New Cabinet Company is reported to be organizing at Evansville. Ind., for the manufacture of cabinets.

D. E. Lauderburn, forest engineer, announces the removal of his office

to No. 1 Madison arenue, New York, N. Y.

The Southern Wood Products Company has been incorporated at Portsmouth, Va., with \$60,000 capital stock

The Trinity Hardwoods Company of Palestine, Texas, has been incorporated with a capital stock of \$30,000.

The National Tie & Timber Company was incorporated at Petersburg, Va., recently with a capital stock of \$50,000. The Ashland Veneer Company has been incorporated at Ashland, Wis.

This concern will operate with \$100,000 capital The Laporte Moulding & Cabinet Company, Laporte, Ind., is reported to

be involved in an involuntary petition in bankruptcy The Loughman Cabinet Company of St. Louis has purchased addi-

tional ground and will erect an addition to its factory. The Columbia Veneer Company is the style of a recently incorporated

concern which has started at Columbia, S. C., with \$60,000 capital stock. It is announced that the Shepard Construction Company will succeed the old established construction firm known as Shepard & Sons, of Wilkes-Barre, Pa.

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### = ≺ CHICAGO ≻

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the figures shown regarding the distancements in connection with those

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., was in the late on lastress for the week. Mr Dings states that raide throughout the country is spotty, being very good in some places and duli in others.

C R Aret conger of the vier dipart of the Viderson Tully Company, Memphis, Tenn., is making one of his regular trips to the Chicago market.

E. E. Taenzer of the E. E. Taenzer Lumber Company, Memphis, Tenn., spent several days with the local trade this week.

M. L. Pease, of the Galloway Pease Company, Poplar Bluff, Mo., has

been spending the last few days in Chicago on one of his periodic visits.

W. B. Burke, vice-president and general manager of the Lamb-Fish
Lumber Company, Charleston, Miss., spent several days of last week and
the beginning of this week with the Chicago trade, leaving for Charles
ton Tuesday night.

M. J. Fox, manager of the Von Platen Lumber Company, of Iron Mountain, Mich., spent several days last week with the Chicago trade.

T. W. Fry, of the Charles F. Luchrmann Hardwood Lumber Company, of St. Louis, Mo., was in Chicago recently on a short business visit.

Lewis Doster, of Cincinnati, representative of Joshua Oldham & Sons, of New York, spent a few days in Chicago about a week ago.

D. S. Watrons, manager of the Leasing Company, Person, Ark, spent several days in Chicago on a business visit recently.

D. M. Wakefield, secretary and treasurer of the Faust Prothers Lumber Company, Paducah, Ky., was in Chicago for several days a week ago. J. M. Wells, of the American Hardwood Lumber Company, St. Louis, lars been spending the last few days with the Chicago trade.

Claude M. Sears, of the Edward L. Davis Lumber Company, Louisville, Ky., was a prominent visitor in Chicago recently.

R. S. Kellogg, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, with headquarters in Wausau, Wis., spent a few days in Chicago recently in the interests of his association work.

T. F. Manville, president of the H. W. Johns-Manville Company, New York, N. Y., announces with much pleasure the appointment of Fred B. Smith as assistant to the president. For many years Mr. Smith has been secretary of the international committee of the Young Men's Christian Associations.

### ✓ NEW YORK >----

A prominent lumber visitor in the New York market during the tort mixed was II. A. Batchelor, Jr., manager of the Tennessee Oak Flooring Compant. Neither Tenn. M. Batchelor was on a business vin toming the southern and eastern markets and, considering the poor conditions generally, reported a good amount of business in oak flooring with the best trade going in the south. He made the local office of the company his headquarters while in the city.

The Williams Line, lumber forwarders, announce that there will be no change in its tariffs, the rates prevailing last year having been reinstated by the railroads, effective March 25.

Memphis, was a visitor in New York during the fortnight. Mr. Burgess was enroute to Washington for a conference with the attorney of the Southern Hardwood Traffic Bureau, of which he is chairman. The association has been actively opposing the petition of the fifty-two eastern roads for a 5 per cent increase in rates, and has also kept abreast of other proposed rate changes affecting its membership.

F. E. Parker, head of the Mershon, Eddy, Parker Company, Saginaw, was a recent visitor to the Metropolitan district.

The Walker Brothers' Lumber Company, Arlington, N. J., has been pettitioned lists bankruptey. I. Newton Rudgers has been named as receiver.

### \_\_\_\_\_< BUFFALO >-----

The hardwood dealers are well represented on the different committees appointed by President A. W. Kreinheder of the Lumber Exchange, in connection with the forthcoming annual convention of the National

# RED GUM

(Leading Manufacturers)

# Baker-Matthews Manufacturing Co.

# Band Sawn Southern Hardwoods

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING

# **Band Sawn Stock**

4/4 Com. & Better Sap Gum

4 4 Com. & Better Red Gum

6 4 Com. & Better Red Gum

5/4 & 8 4 1s & 2s Red Gum Quartered and Plain Red and White Oak

This stock contains a good percentage of 14' and 16' lengths and is of excellent widths

W. W. CARY, INVERNESS, MISS.

# OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

# Southern Hardwoods Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK.

# ARCHER LUMBER COMPANY HELENA, ARKANSAS

Manufacturers of

# **HARDWOODS**

SEND US YOUR INQUIRIES

We can furnish your entire requirements in Hardwoods

OUR SPECIALTY - RED GUM

Hardwood Lumber Association to be held here on June 18 and 19. O. E. Yeager is general charman. Hugh MeLean is charman of the publicity committee and I. M. Sullivan of the reception committee. The charman of the entertainment committee is C. Walter Betts. Plans are being made to take the visiting lumbermen to Niagara Falls for the outing and

### JAMES & ABBOT COMPANY **Lumber and Timber** No. 165 Milk St., BOSTON, MASS.

### COLFAX HARDWOOD LUMBER CO.

MANUFACTURERS

OAK **CYPRESS** ASH

**GUM** 

All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.

No manipulation of grades. COLFAX, LA.

### OUR SPECIALTY - CRATING STOCK

WE MANUFACTURE

GUM, MAPLE AND OAK

PLANING MILL FACILITIES M. E. Leming Lumber Co. CAPE GIRARDEAU, MISSOURI.

## TIMBER ESTIMATES

REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT **GARDNER & HOWE** 

ENGINEERS

Clarence W. Griffith Porter Building. Memphis, Tenn.



¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft, gauge track.

¶ No guy wires.

Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

this arrangement is bound to be a very acceptable one. The distance of the Falls from this city is twenty-two miles, which makes the great pleasure resort very accessible. A number of meetings of the committees have been held and arrangement are gradually being made for the entertainment and reception of visitors, though it is too early yet for announcement of details as to program. From Maj. John S. Noyes, who is a member of the entertainment committee, as well as the dean of Buffalo lumbermen, down to the youngest committeeman, everybody is anticipating a very interesting and profitable convention. The attendance is expected to reach at least 600 and it is hoped that it may exceed that number by a hundred or two

Robert D. McLean is one of the organizers of the newly-incorporated McLean Malogany & Cedar Company, which has a capital of \$40,000, and which will handle Cuban logs. The other directors are Carlton M. Smith and Morris S. Tremaine, well-known lumbermen of this section.

J. B. Wall has been making a trip South for the past two or three weeks, looking over the lumber situation and calling at the mills of the Buffalo Hardwood Lumber Company.

Anthony Miller reports the hardwood trade as a little slow this month. The yard has been selling a fair amount of maple. Poplar is reported to be off some in price.

Miller, Sturm & Miller have no complaint to make concerning business this month, as trade has picked up considerably within the past two weeks, largely in maple and oak,

Manager H. L. Abbott of the Atlantic Lumber Company, will remove his office on May 1 to the Scatcherd & Son yard, where he has now about 5,000,000 feet of hardwoods.

The Hugh McLean Lumber Company has been getting in a large amount of stock at St. Bernard, near Cincinnati, and the company hardwood supply there is about three-fourths as large as the Buffalo

C. C. Slaght is preparing to start up his sawmill at Genesee, Pa., early this month and at Coudersport a little later on. He has considerable

T. Sullivan & Co. have had a fair trade in brown ash, as well as maple, during the past few weeks. The yard has received a large block of white oak in one-inch stock.

The Yeager Lumber Company, Inc., states that the demand for hardwoods has not improved very much so far this month, though the yard has been moving oak, ash and poplar in pretty good quantity

### =∹ PHILADELPHIA >=

E. M. Bechtel, sales manager for William Whitmer and Sons, Inc., reports a liberal number of inquiries resulting in good orders. In some lines trading is still sluggish but the average business has been good. Hardwoods especially keep in good shape.

Frederick S. Underhill of Wistar, Underhill & Nixon, does not complain of greatly relaxed trading. Some lines are fairly active, others a little slow, but the total averages up very well. He does not see any obstacle to a near substantial livening up of business. R. Wyatt Wistar is on a tour of the southern lumber fields.

Daniel B. Curll of the D. B. Curll Lumber Company, reports satisfactory trading. The portable mills are busy getting out stuff, and so far the company has been able to keep its stock from accumulating.

A. J. Levy of the Forest Lumber Company, says inquiries have been multiplying of late, with business outlook encouraging. He has no doubt but increased buying will follow seasonable weather. F. X. Diebold, president, is on a visit to the mill at Konnarock, Va. On his return he will make a tour of some of the mill districts for information on the stock situation.

G. C. Burkholder of the J. W. Turnbull Lumber Company, states that J. W. Turnbull is visiting the mills of the Rockcastle Lumber Company, Inc., and C. L. Ritter Lumber Company, Inc., in Huntington, W. Va., Doran, Va., and Offutt, Ky., with whom the Turnbull Company has made a contract recently to handle its stock in New York state, New Jersey, eastern Pennsylvania and the Cumberland valley. By this contract it will be in a position to place in the field some of the best hardwood lumber ever marketed.

John W. Floyd of the Floyd Lumber Company, is certainly immune from the least taint of pessimism. He says things are coming around all right and prices are well maintained. He is confident business will brighten up generally as the weather settles.

Joseph Beck of Estate of Daniel Buck, has just returned from an extensive trip to the leading southern hardwood mills.

Members of the Lumbermen's Golf Club will play the first game of the season on the links of the Atlantic City Country Club, Northfield, near Atlantic City, N. J., on April 16. Competition for the "president's prize," will begin at this meeting and continue at each meeting throughout the season

George M. Spiegle of George M. Spiegle & Co., says business is a little off, due to bad weather, but the outlook for spring is encouraging.

Schofield Brothers closed their fiscal year March 31, and Frank E. Schofield of this house says they have every reason to be pleased over the year's business

The A. J. Miller Lumber Company, Roosevelt, N. J., was chartered under New Jersey laws March 23 with a capitalization of \$100,000.

The Central Lumber Company, West Hoboken, N. J., was incorporated under New Jersey laws, March 27, with a capital stock of \$125,000,

Charles Becker, a retired cabinet maker, this city, died March 28. He was sixty eight years old.

Samuel Ladd Cavis, one of the oldest carriage suilders in this city, died March 20, at the age of seventy eight years,

### —≺ PITTSBURGH ≻——

1. F. Balsley, one of the best known hardwood men in this section, is now manager of the Philadelphia office of the Crang County Lumber Corporation. This concern manufactures large quantities of oak, chestnut and poplar and other bardwoods at Waiteville, W. Va., and Mr. Balsley is likely to make a big success of these stocks in the eastern market.

The Pittsburgh Wholesale Lumber Dealers' Association recently elected O. H. Babcock, of the Babcock Lumber Company, president: J. C. Donges, of the J. C. Donges Lumber Company, vice president; John G. Criste, of the Interior Lumber Company, secretary and treasurer.

The plant of the Fort Pitt Box Company, in Etna, a north side suburb, was burned April 2 with a loss of about \$100,000. The plant had been

very busy the past few months.

The Dailey & Allen Lumber Company is getting a fine line-up on hardwood stocks at its new office in the Farmers' Bank building and is making fine headway in its trade. Fred Dailey of this company recently returned from a long trip in the South.

C. E. Breitwieser & Co., have taken on the agency for the oak and hardwood stocks of the Virginia Lumber Company, manufactured at Boyer, W. Va., on the C. & O. Railroad, at the rate of 100,000 feet a day.

The West Virginia Lumber Company is moving from the House building, where it has been located for thirteen years, to the Conestoga building, at Wood and Water streets. It will have the entire Water street front of this building on the second floor.

The Joseph W. Cottrell Lumber Company is now located in fine quarcers in the First National Bank building, where it moved from the Ferguson building, in Third avenue

W. D. Johnston, president of the American Lumber & Manufacturing Company, has returned from a trip to Panama and the Bermudas. made some nice sales in lumber while on his pleasure trip.

The Allegheny Lumber Company has been breaking all records so far It regards the prospects as fair, although there is quite a slump in the market at present, and collections are bad.

The Acorn Lumber Company is doing a splendid hardwood business. Its eastern trade has been developing very rapidly of late and the concern is prosperous in all ways.

The Kendall Lumber Company is operating its force in full and has no special fears about the situation. President J. L. Kendall spent a few weeks with his family at St. Augustine, Florida, lately.

### ——≺ BOSTON >=

The firm of Abbott & Cleaves of Portland, Me., has been incorporated in that city under the style of the Abbott & Cleaves Company, with authorized capital of \$75,000.

Walter G. Jenness, who has for many years conducted a lumber business in Somerville, Mass., and more recently in Brookline, Mass., on March 26 filed a voluntary petition in bankruptcy. The liabilities are reported as \$32,252, and assets of \$3,806.

The Guernsey-Westbrook Company of Hartford, Conn., announces that on March 20, H. E. Pearsall of Providence, R. I., has been elected vicepresident of the corporation. Mr. Pearsall has been identified with this firm for some years, principally in the conduct of the company's hardwood business through New York and New England.

The lumber trade of Boston welcomes back into the active ranks a former prominent wholesaler, A. Wendell Hayford, who after having withdrawn from the lumber business when the firm of Hayford & Chase was succeeded by the Irving N. Chase Lumber Company, has recently incorporated the firm of A. W. Hayford Company, with a suite of offices at 60 Congress street. Mr. Hayford has spent some time the past winter on the Pacific coast although he will not confine his business to western woods, but expects to do a general lumber business.

### =≺ BALTIMORE >=

There appears to be no reason to complain of the lumber husiness locally in so far as volume is concerned, if the amounts involved in the building permits issued are an indication. The report for March is now available, and shows that the value of the new buildings, for which permits were issued, amounted to \$679,767.23, with \$86,000 more for alterations and \$64,000 for additions. Included in the aggregate were alterations and \$68,000 for additions. Included in the aggregate were 124 two-story brick dwellings, 15 two-story frame dwellings, 3 garages, 2 stores, 2 hospitals, 1 apartment house, 1 church, alterations to the Polytechnic Institute and 5 factories and warehouses. Among the structures being planned, but not yet in hand, are a ten-story hotel, a twelve-story office building, a \$225,000 theatre, a new burlesque theatre, and an extension for a third playhouse. In addition, many smaller products have been characteristics. projects have been waiting for settled weather, and there is every prospect that numerous other undertakings not yet in shape will be brought out before long. For the past three months the value of structures for



SAP GUM COTTONWOOD CYPRESS

ASH PLAIN OAK

All Grades and Thicknesses QUARTERED OAK We make a specialty of mixed cars of Sap and Red Gum, One-half to Two inches thick.

SOFT ELM SYCAMORE

# VANDEN BOOM-STIMSON LUMBER COMPANY

Menufacturers Sauthern Hardwoods Red Gum a Specialty

Memphis

MEMPHIS

Tennessee

## DUCAN LUMBER CO.

Manufacturers Hardwood Lumber TENNESSEE

# Tschudy Lumber Co.

# St. Francis Basin Hardwoods

Specials for Immediate Shipment

DRY. 60% 14 AND 16 FEET LONG BAND SAWN. 50,000 ft. 1" 1sts & 2nds Plain White Oak

25,000 ft. 1" Log Run Maple

50,000 ft. 1x13 to 17" Yel. Cottonwood Box Boards 60,000 ft. 1x6 & wider 1sts and 2nds Yel, Cottonwood

Mill & Yards MEMPHIS

ADDRESS CORRESPONDENCE TO GENERAL OFFICE 605 Republic Bldg. KANSAS CITY, MO.

# The Mossman Lumber Co., Inc.

### Manufacturers

plain and quartered red and white cal, ash, gum and poplar, xx xx xx xx

ALSO FULLY EQUIPT DIMENSION PLANT

Memphis,

# Walnut for Export



A lot of splendid assorted American Walnut logs, squared up and ready for export, are shown in the above photograph, which illustrates a section of our exporting yard at Kan-

All work, from the selecting of the trees in the woods to the final loading, is done by men trained in our employ and is under our close personal supervision.

Hence we can guarantee satisfaction in both export and domestic shipments.

### FRANK PURCELL Kansas City, Mo.

# MATHEWS STANDARD Gravity Lumber Conveyer



Made all steel, ball bearing rollers, eight foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable jacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Bee Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.



a. id. or ats were asked a.a. 82 005, (12, with March as the lowest month this inguests range thate's for the une of lumber, and in so far as construction work is concerned, therefore, it will afford an outlet for is the order and bug quantity of material. The one drawback in the but with the demand expanding, an improvement in the range of values

M. S. Baer of Richard P. Baer & Co., who returned some ten days ago from Columbus, O., and other points in middle western territory, states that he had an unexpectedly successful trip and the results of his efforts in the section far surpassed his anticipation. He went out chiefly to see whether the business, which had shown a decided listlessness, could not be stirred up somewhat, and he found that it could. Getting in touch with old customers and looking up new ones, Mr. Baer had a very successful round-up, both with respect to volume and prices.

Reports of a similar character are made by other Baltimore hardwood Frank A. Parker of Mann & Parker, Inc., who has been covering Pennsylvania and adjacent states for two months, says that he has found the yards and other buyers far more receptive than he had supposed, and the results of his travels have been very satisfactory.

The Bagby Furniture Company has asked for bids on its new building to be erected on Eastern avenue and Exeter street. The structure is to be six stories, of brick and steel, and will cover an area 70 by 100 feet. The company has been enjoying a very good business and has found it necessary to provide larger quarters.

Anthony S. Davis, a retired lumber merchant, who for years conducted business at Port Deposit, Md., died at the home of his daughter, Mrs. Alfred Cookman Leach, in this city, on March 26, of a complication of diseases. Mr. Davis had been brought to Baltimore to undergo treatment at a hospital, but there it was realized that nothing could be done for him, and he was taken to the home of his daughter. Mr. Davis was sixty-five years old and leaves a widow, a son and three daughters.

The barrel factory department of the Standard Oil Company at Parkersburg, W. Va., was destroyed by fire on the night of March 25, the loss caused being estimated at not less than \$30,000.

Among the visting lumbermen here during the last two weeks were J. M. Bernhardt, president of the Giant Lumber Company, Lenoir, N. C., and F. X. Diebold of the Forest Lumber Company, Pittsburgh. Diebold was on one of his regular trips, and reported decided quiet, but this was prior to the advent of more favorable weather.

G. L. Wood, general manager of the R. E. Wood Lumber Company, Continental building, started last Thursday on a tour of the company's mills in West Virginia, Tennessee, and North Carolina, and expects to be away for several weeks, getting in touch with details at the various plants and otherwise posting himself concerning what has been done

Joseph Farnan, who has been connected with the J. S. Hoskins Lumber Company for years, and was for a time harbor master, holding also other public positions, died on March 28. He was widely known in the lumber trade, not only because of his direct connection with it, but also in consequence of his position as harbor master. He had a large circle of acquaintances and was held in warm esteem. He is survived by his wife, a daughter and three sons.

### ----≺ COLUMBUS >-----

The Valley Tie and Lumber Company of Staunton, Va., has moved its branch from Logan to Columbus, and offices have been located in the Columbus Savings and Trust building. The Columbus branch is in charge of George T. Graham. Branches are also located at Roanoke, Va., Lexington, N. C., and Johnson City, Tenn.

The Handy Wood Worker Company of Cleveland has been incorporated with a capital of \$10,000 to manufacture wood working machinery by H. H. Johnson, M. V. Stainsbury, M. L. Locher, F. I. Cannon and

Plans have been prepared for the enlargement of the plant of the Standard Box Company of Saudusky, Ohio. The work of making the improvements will start at once.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, says trade is fairly good for the time of the year and the rather unfavorable weather. The demand appears to be spotty. There is good business in all hardwoods one day and the next is very quiet. Prices are somewhat unsteady but are being pretty well maintained at the levels which have prevailed for some time.

J. W. Maybew of the W. M. Ritter Lumber Company, who has been seriously ill for several months, is again able to be at his desk.

John R. Gobey of the concern bearing his name reports a fairly good demand for hardwoods with prices generally well maintained. He believes more activity will develop in the future.

Plans have been made for the rebuilding of the plant of the Defiance Box Company of Defiance, Ohio, which was destroyed by fire recently. At Canal Dover, Ohio, the Garber-Marsh Lumber Company recently

started business. C. A. Ervin has been elected president of the Ervin-Finley Mill and

Lumber Company of Hamilton, recently chartered with a capital of \$25,000. I. S. Finley was elected vice-president and S. D. Mayer, secre-

The Hixon Lumber Company of Toledo, which operates six branch yards

### — ≺ INDIANAPOLIS >———

The Counter Case Handle and Linear Company, Richwood, for solutionally dissolved its corporation.

The White I because I are the constraints at a loss of a result to rebuild its planing mill, which was burned recently at a loss of \$35,000. David R. Webb, owner and operator of the Muloda veneer plant at Edinburg since 1906, died at his home in that place March 30, after a short illness. He was sixty years old and is survived by his widow and two data, the Mrs. Clends White we have said and Mrs. Per a Brodeck of the constraints of the constraints.

Thomas A. Fletcher of this city has acquired 4.120 acres of timberland near Yazoo, Miss., from Peter P. Sturgeon of Nisland, S. D., and Grant A. Dentier of Tarona, Wast. Mr. Piete for traded Indianapolis properties and farms in Indiana and Illinois.

Samuel L. Winternitz and Company, auctioneers, Chicago, have bought at auction the bankrupt property of the American Motors Company, through Frank E. Smith, receiver, for \$110,000. The plant will be dismantled and sold piecement. This was one of the older motor car plants in the city, but the company was unable to withstand the financial depression that egget is the automobil industry last summer.

### —< MEMPHIS >=

The Price-Ruhl Lumber Company, whose incorporation was published in Hardwood Record some months ago, has completed its plant at Dyersburg, Tenn., for the manufacture of lumber. It will be placed in operation in a short while.

R. J. Darnell, Inc., has removed its offices from the Exchange building to the fourteenth floor of the new half of the Bank of Commerce & Trust Company building on Main street. Several rooms have been taken, the suite being one of the most extensive occupied by any single lumber firm in Memphis. Several other hardwood firms have leased offices in the building in question and will occupy these as rapidly as they are completed and placed in readiness for them. The Southern Hardwood Traffe Bureau has likewise given up its offices in the Exchange building and has taken more commodious quarters adjoining those of R. J. Darnell, Inc. The Gum Lumber Manufacturers' Association has an attractive suite in that building also and indications are that there will be a decided sprinkling of lumber firms and lumber organizations in that building.

Announcement is made that F. T. Turner, for a number of years in charge of logging operations for Russe & Burgess, Inc., has been appointed manager of the two mills of the Darnell-Love Lumber Company at Leland, Miss. He has had wide experience in logging work and his duties along this line, according to his friends, have admirably fitted him for the promotion he has received. The Darnell-Love Lumber Company is closely allied with R. J. Darnell, Inc., with an extensive hardwood plant only recently placed in operation at Batesville, Miss. R. J. Darnell is head of both firms.

The Four States Land & Timber Company has recently been incorporated here, with a capital stock of \$55,000. It is the purpose of the new firm to attract northern capital for the development of timber and cut-over lands in Mississippi, Alabama, Arkansas and Tennessee, the four states from which it takes its name. E. R. Parham, a well known real estate man here, is head of the new company.

The W. B. Bayless Company has been incorporated here with a capital stock of \$70,000. W. B. Bayless, W. M. Turner, L. M. Thompson, J. M. Patten and S. W. Scott signed the incorporation articles. The company has been formed for the purpose of manufacturing tool handles at its several plants in Arkansas. It will also act as distributing agent in other lines. Its headquarters will be maintained in Memphis.

The anti-shingle ordinance is still being pressed by the insurance men of this city who are seeking to prevent the use of wooden sningles for a house covering within the city limits. It is not likely, however, that they will be successful for the reason that the ordinance is being vigorously opposed by Thomas Dies, commissioner of public utilities. He says that the ordinance in its present form will work a serious hardship on many people and that it is not justified.

George D. Burgess, of Russe & Burgess, Inc., returned recently from a trip to northern and eastern points. He spent some time in Washington conferring with J. R. Waiker, attorney for the Southern Hardwood Traffic Bureau, of which he is chairman. He also held a conference with K. D. McKellar in regard to the bill now pending looking to compulsory issuance of through bills of lading on all commodities. It is designed through this measure to prevent the rallroads from discontinuing, on one pretext or the other, the Issuance of through bills on lumber and lumber products every once in a while, causing the exporters of lumber a great deal of loss in time and money and seriously bandleapping them

LATEST IMPROVED DRY KILNS AND MACHINERY

# MONOGRAM BRAND Monogram Brand White Oak Flooring

Perfectly dried and worked. Made from our own Lymp from one that day, insuring uniform color and texture; manufactured at our new authors of these agricultures.

Our Specialty: Quarter-sawed White Oak Flooring

OAK FLOORING Your inquiries solicited. Quick shipments guaranteed

YELLOW POPLAR LUMBER CO., Coal Grove, Ohio

# Kentucky Lumber Company

MANUFACTURERS

POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, ASH, CHESTNUT, BASS-WOOD, HEMLOCK, WHITE PINE

Mills at

Burnside, Ky. Williamsburg, Ky.

Isola, Miss.

Sales Office Cincinnati, O.

# SAWYER GOODMAN CO.

MARINETTE. WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

# The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin



# Stock List which we wish to move at this time is as follows:

12 cars 1" 1sts & 2nds Clear Unsel. Birch 4 cars 1" No. 1 Common Clear Unsel. Birch 2 cars 10/4 & 12/4 No. 1 & Better Birch 5 cars 1" 1sts & 2nds Clear Basswood

2 cars 1" No. 1 Common Clear Basswood 10 cars 1" No. 2 & Better Hard Maple

This is dry stock, carefully manufactured, and we are in a position to make prompt shipment of any mixed grades or cars.

### Oelhafen Lumber Company

TOMAHAWK, WISCONSIN

# John G. Lockhart Lumber Co. Sheboygan, Wisconsin

We have the following DRY stock and will make special inducement to move in February and March:

40,000′ 5 '4" No. 3 Soft Elm. 20,000′ 5/4" No. 3 Rock Elm. 100,000′ 5/4" No. 3 Birch. 50,000′ 5/4" No. 3 Maple. 100,000′ 8/4" No. 2 and 3 Hemlock 40,000′ 100,000′ 8/4" No. 2 and Het. Rock Elm. 30,000′ 12/4" No. 2 Bet. Rock Elm.

75,000 '4/4" No. 1 and Bet. Bass 150,000 '5/4" No. 2 and Bet. Maple 200,000 '8/4" No. 2 and Bet. Maple 100,000 '12/4" No. 2 and Bet. Maple 200,000 '8/4" No. 2 and Bet. Maple 50,000 '5/4" No. 2 Com. Birch 30,000 '8/4" No. 1 and Bet. Birch 40,000 '10/4" No. 1 and Bet. Birch 20,000 '12/4" No. 1 and Bet. Birch Birch is unselected Red all in.

ABOVE STOCK CAN BE ASSORTED AS TO GRADES. CAN SAV OUT ON CONTRACT WELL BOXED MAPLE TIMBERS AND PLANK.

# All Wood Finishers

should use our NATURAL RUBBING OIL, "ZERO" BRAND, "Direct from Well to Consumer."

Zero Brand Reg. U. S. Pat. Office.

# STILES BROS. Parkersburg, West Va.

Producers of Pure Natural West Virginia Lubricating Oil
SAMPLE ON APPLICATION

in the conduct of their business. Mr. Burgess is hopeful of the passage of the bill which has the hearty endorsement of the Southern Hardwood Traffic Bureau.

### =≺ NASHVILLE >=

The announcement of the death of Henry H. Gibson, editor of Hambwood Record, was received with seen sorrow by local members of the trade. Mr. Gibson had many acquaintances among the local hardwood men, by whom he was highly esteemed, and who had wide regard for his eminent knowledge in regard to the hardwood industry in the United States.

Several matters of interest came up at the last weekly meeting of the Nashville Lumbermen's Club. President Henderson Baker was authorized to appoint a man to represent the club with the Nashville Boosters who will make a tour of Alabama, Louisiana, Mississippi and west Tennessee on a special train next month. G. A. Washington of the transportation committee reported that the proposed advance of one to three cents in freight rates on lumber from points in Kentucky to Nashville and beyond had been suspended by the Interstate Commerce Commission until July 30, pending investigation of the equity of the increase. Complaint was made by the Tennessee Oak Flooring Company and Hunt, Washington & Smith of this city against the increase.

The Interstate Commerce Commission has refused to suspend the increase of one to two cents per 100 pounds on the rate on crosstles shipped from points in Tennessee and Kentucky, on complaint of the Nashville Tie Company and others. It is claimed that the refusal was due to the failure of the complaint being made ten days before the rate went into effect, though the complainants alleged that they were not notified of the increase until a few days before it became operative. Complainants allege that the increase will do a great damage to a large crosstie business developed by them.

McEwen Ransom of the Nashville Hardwood Flooring Company reports a fair demand for flooring, though no unusually large contracts are being made.

R. S. Maddox, new state forester of Tennessee, announces important plans for reclaiming forests in Tennessee, and promises to take all steps that will be permitted by the authority and resources of his department.

 $M,\ F.$  Greene of the Davidson, Hicks & Greene Company has returned from an extended stay at his winter home in Florida.

W. A. Passmore, formerly of McMinnville, Tenn., who has established a lumber business at New Market, Ala., was here, and reported that business is in good shape in his territory, and that his firm is accumulating a good stock of hardwoods.

The purchasing and distributing yards of J. Gibson McIlvain & Co., of Philadelphia, will be closed. Polk C. Curtis, who has managed the local branch, will open retail yards at the same place, and will also handle a wholesale and commission business in hardwoods.

Building activities at Nashville for the month of March showed material increase. The record of the city building department shows permits for improvements to cost \$229,980 last month, compared with \$186,554 the same month last year.

Heavy rains last week gave the highest tide of the season on Cumberland river, and local firms are expecting to receive 6,000,000 or 8,000,000 feet of hardwood timber from the upper river section, which will be floated to market.

Commissioner Meyer of the Interstate Commerce Commission came to Nashville to hear testimony in the reciprocal switching case in which the city is complainant. Several prominent manufacturers in the hardwood lumber line were witnesses. A former terminal employe testified that the cost of switching cars from one line to the other was about 31 cents, whereas a charge of from \$2 to \$30 is made. The trouble is with the Louisville & Nashville Railroad, which refuses to have reciprocal switching relations with the Tennessee Central except on a basis that is practically prohibitive on competitive business.

### =≺ LOUISVILLE >=

Members of the Louisville trade received with deep regret news of the death of Henry H. Gibson, editor and manager of Hardwood Recond, who was personally known and warmly regarded by practically all of the lumbermen here. Appropriate resolutions were adopted by the Louisville Hardwood Club at its meeting March 31.

The Churchill-Milton Lumber Company, which is operating a yard in New Albany, Ind., across the river from Louisville, has taken over the lumber stocks in the New Albany yard of the Edward L. Davis Lumber Company, which is to discontinue operations on that side of the river.

Ned Booker, president of the Booker Box Company, is being congratulated by reason of the advent of a baby boy at his home. The stork arrived March 31. Mrs. Booker and the baby are getting along nicely. The youngster will be called S. E. Booker, Jr., and promises to develop into either a lumberman or box manufacturer.

The Brunswick Creosoting Company is being organized in Louisville with \$150,000 capital stock, and will put in a creosoting plant at Brunswick, Ga. Yellow pine railroad ties will be treated there and shipped by water to the eastern markets. A site has been secured, and work on the plant will begin in the immediate future. Frank S. Cooken, a well-

known retail lumberman of Louisville, is one of those Interested. James B. Wilson of the Kentucky & Induana Ferminal Railroad Company is to be the active manager of the enterprise.

J. E. Barton, state forester of Kentucky, has published his first blenial report, covering 104 pages and glving much valuable information regarding the forests of Kentucky. The department was created in 1912, and though an effort was made to abolish it at the recently completed session of the state legislature, it was endorsed and given an adequate appropriation for continuing its work. Arrangements are being made through Mr. Barton's office to have the federal government look over eastern Kentucky forest lands with a view to establishing a reserve. The state legislature enacted a law at the 1914 session giving the federal government the right to acquire forest lands, and it is practically certain that this will be done.

The Kentucky legislature has given lumbermen at least one thing to think about, and that is workmen's compensation. The new law been signed and takes effect June 15, although the system itself does not become operative until January 1, 1915. The system provides that a workman who is hurt is to receive fifty per cent of his wages during the period of disability, with a minimum of \$5 and a maximum of \$12 a week. If he is permanently disabled or killed, he or his dependents are to receive the weekly indemnity for an indefinite period, not to exceed \$3,750, however. The employer may insure with the state, which is to collect premiums at a rate not greater than \$1.25 per \$100 of payroll, or with a stock company, or he may carry his own liability. The insurance companies were opposed to the bill, as it is practically certain to knock them out of business. The rate quoted by the state is much smaller than they will be able to write the business at, and they insist that the state will find its revenues inadequate to pay losses. The coal operators of eastern Kentucky were largely instrumental in putting the law into effect, on account of liability insurance rates being almost prohibitive, and it is said by some that the rate of \$1.25 which will be paid by them will be only about one-tenth of what will actually be needed. Some serious complications may develop if the money proves to be inadequate, but the state board is empowered to increase the rates after the first year. The lumbermen are studying the law carefully, so that by the time the system goes into effect they will know where they

The Louisville Hardwood Club has taken action against the use of a spotting charge by the railroads, this being in line with the attitude of the Board of Trade and other local organizations. The lumbermen believe that the charge is unnecessary, and that it would result in the small shipper carrying the load. It is believed, however, that the railroads would prefer not to make a charge for spotting cars for the concern having a switch with a capacity of less than ten or twelve cars.

D. E. Kline, head of the Louisville Veneer Mills, is being urged to run for the presidency of the Louisville Commercial Club, but thus far has declined to allow his name to be used. Mr. Kline is now first vice-president of the club and chairman of its transportation committee. He has served as vice-president of the Louisville Hardwood Club, president of the National Veneer and Panel Manufacturers' Association, and is now vice-president of the Kentucky Manufacturers' and Shippers' Association. His knowledge of association methods and his splendid executive ability would make him an ideal head for the local organization, which is one of the leading business bodies in the country.

### → ≺ ST. LOUIS >----

The new Railway Exchange building on Olive street between Sixth and Seventh streets and Olive and Locust is the new home of the Garctson-Greason Lumber Company, formerly in the Times building. It moved in last week. The Galloway-Pease Company of Poplar Bluff, Mo., opened a St. Louis office in the building a few days ago.

Frank Liebke of the C. F. Liebke Hardwood Mill & Lumber Company returned last week from an extended trip through the East. He sent in some pretty good sized orders. A big shipment of ash logs is on its way up from the South and another big shipment is being loaded.

The Lumbermen's Club will hold its regular monthly dinner and business meeting on April 14. The place of meeting will not be decided on until Wednesday. Judge Spencer will speak on the new city charter. Some important business matters will come up.

The Lumbermen's Exchange of St. Louis mailed out notices to its members last week, calling their attention to its inspection service. It has been making a very satisfactory increase over last year.

The Lumber Dealers' Association of St. Louis has sent out a strong letter to its members calling their attention to the Forest Products Exposition to be held in Chicago from April 30 to May 9. The letter gives the importance of the exposition and urges its members to attend the meeting.

The news of the death of Henry II. Gibson, editor of Haunwoon RECORD, was a great shock to the retail and wholesale hardwood lumbermen of St. Louis. He was well liked by those who knew him personally and his articles on hardwood lumber were read with so much pleasure that he was well known to those who never had the pleasure of his acquaintance.

Frank G. Hanley of the F. G. Hanley Cypress Company, who has been on a southern trip, during which he visited many of the cypress mills, says everything seems in pretty good condition for a big spring trade.



THESE fine logs waiting to be cut for you. Send us your specifications—our price no higher, while our quality is better than most cutters'.

ADDRESS INOUIRIES TO

# Merrill Veneer Company

Merrill, Wisconsin

"ANDREWS"

# Canvas Doors

(PATENTED)

Are Used on Largest Dry Kilns in This and Foreign Countries

Double Curtains are Efficient Heat Savers, easily and quickly attached and operated and are long lived

MADE IN ALL SIZES BY

The A. H. Andrews Co.

 $_{\rm ff}$  you have not read our Bulletin 200, you have missed some real Dry Kiln information.



With such logs as these it is no trouble for me to furnish the best of Wisconsin Hardwoods; I offer for prompt delivery:

20,000 ft. 1 ," winter sawed basswood, No. 1 common and better

100,000 ft. 2" hard maple in log run

30,000 ft. 2" maple No. 1 common

40,000 ft. 2" maple, 1sts and 2nds

30,000 it. 1½" soft elm, full log run, very nice One car 1 = " 18ts & 2nds soft elm, very wide and

58,000 ft. 3.x.4 maple hearts; 45,000 ft. 4.x.5 sound maple hearts

15,000 ft. 2½" rock elm No. 1 & 2 common 20,000 ft. 2" rock elm No. 4 common & better

Look these items over and ask for what you want

### C. P. CROSBY, Rhinelander, Wis

ONSIDERABLE discussion resulted from the statement appearing in one of our recent advertisements that

Timber is Cheaper Today

Than it was

Three Decades Ago.

Timber is cheaper today because more products—and more profits—can be secured from its manufacture.

Your purchase of timber, sanctioned and approved by men possessed of the "Knowledge Essential to Comparison," must inevitably yield greater returns than have investments made in other years.

A tract of timber now affords employment for more capital and more labor now than ever before and from such employment your profits are derived.

Looking at timber investments in this light you will find it incumbent on you to write

Your copy of "Washington Red Cedar, America's Overcoat Wood," Lumber User's Guide No. 12, awaits your request. Send for it.

# James D. Lacey & Co.

Timberland Factors

Chicago, Ill., 1750 McCormick Building
Portland, Ore., 1107 Spalding Building
Seattle, Wash., 1009 White Building

There are an possible ks held by the mills, at least for present needs, and reslocks for an improvement in the denated during the next low

### ≺ ARKANSAS ≻

On capplication of attorneys for the Solme River Railway Conjuny, the Pulaski Chancery Court, on April 2, made permanent the injunction against the members of the Railroad Commission of Arkensa ing them from enforcing the commission's order requiring the railway company to continue train service between Draughon and New Edinburgh, Ark. A temporary restraining order was granted by the chaucery court some months ago, on application of the railway's attorneys, and the same was made permanent on April 2. This road was originally built as a lumber or logging road, and since practically all of the valuable timber along the line has been cut out, the owners do not care to longer operate the road, as they claim it can only be operated at a loss. When they undertook to remove the tracks some months ago, the citizens along the road made protest and secured an injunction from the Jefferson chancery court. The Railroad Commission also issued an order requiring the railway company to operate regular trains over the road, as it had been doing, and to protect themselves against this order the injunction was sought in the Pulaski chancery court. The members of the Railroad Commission of Arkansas state that they propose to fight this case to the bitter end.

J. M. Dial, who has been running a sawmill at Rison for the past several years, has removed his plant to Sulpiur Springs, Ark, and will cut hardwood finber.

The Chicago Veneer Company is erecting a new plant at Clarendon, the work being done by W. T. McFarlave, of Chicago.

The Dunkle Box & Lumber Company of Black Rock, Ark., was recently sold to the Holland Banking Company of Springfield, Mo. E. T. Pely of Black Rock is in charge of the plant.

Irby of Black Rock, is in charge of the plant.

J. F. Light, of Calico Rock, recently bought a large tract of ash and hickory timberland in the section of country near Ison, and will erect an up-to-date sawnill at that place in the near future. Mr. Light is an experienced sawnill man. He proposes to cut timber to be used chiefly in the manufacture of furniture and wagon stock.

The Western Wheelbarrow Manufacturing Company of Fort Smith, recently filed articles of incorporation in the office of the secretary of state. The company is capitalized at \$150,000, and the incorporators are: W. J. Echols, C. E. Spear, Ed Bolman, T. G. Oade and E. F. Dooley.

The Jonesboro Spoke Company, which recently sustained a loss of \$15,000 in the burning of its warehouse at Jonesboro, proposes to rebuild at once.

### ⇒ WISCONSIN ≺

The Kneeland-West Lumber Company of Milwaukee has filed articles of incorporation with the secretary of state. The company will maintain its principal office at Philips, Pierce county, and deal in lumber, logs and other timber products. The capital stock is \$700,000 and the incorporators are David M. Kneeland, George A. West and Paul E. Durant.

Articles of incorporation has been filed by the Ashland Veneer Company of Ashland. J. T. Edwards, L. A. Maier and Herman Leicht are the incorporators. The capital stock is \$100.000.

A. A. Fraser, H. C. Fraser and Edward Fraser have \*ncorporated as the Fraser Lumber Manufacturing Company of Appleton, with a capital stuck of \$35,000.

The Naugle Pole and Tie Company, an Illinois corporation with \$100,000 control and \$25,000 interested in Wisconsin, has filed a statement with the secretary of state to do business in Wisconsin.

The W. H. Pipkorn Company of Milwaukee, dealer in lumber and building supplies, has filed an amendment to its articles of incorporation increasing its capital from \$100,000 to \$125,000.

The White Wagon Works at Sheboygan are being materially enlarged by the addition of a large frame warehouse, 48 by 100 feet in size and two stories high. Plans provide for additional stories and a basement at some future time. The offices and shipping departments of the firm will be removed to the new structure when it is completed, providing additional manufacturing space in the present factory.

The Racine Manufacturing Company at Racine has decided upon the effection of a new brick building, four stories high and 281 by 100 feet in size, to be located on the site of the building destroyed by fire in 1910, at Mead and Eighth streets. This structure will be devoted to the manufacture of the most expensive type of closed automobile bodies and will provide employment to about 250 men.

The large sawmill of the Willow River Lumber Company at Hayward, which has been idle since the Hines company finished its cut in September, 1912, has again resumed operations. Hardwood will be sawed at first and a special train will haul the logs from Grand View to the mill. Over a hundred men are employed.

The Great Northern Pail Company of Gillett, whose plant in that place was destroyed by fire several months ago, is completing the work on its new and modern factory and will soon be running full time.

The Hatten Lumber Company of New London has installed a new engine which was shipped from Manawa and added to the local power equipment. The Menasha Wooden Ware Company has completed temporary arrange-

north for the monutactur of stays and heading. Work has been started on both day and night shifts,

The P heats River Laumber Company will significanting operations a cont. May 1 at the sawmill located two males south of the city. The company will cut about two in too feet this serson, it is expected,

The related and property of the On ide Handle Company at Rhinelander has some sold at R. G. Lowell to the Mineral Products Company of Ford in the for milding will a used for storage purposes for the present

The Lot, Hawk Stro & Heading tor pany has resumed operations at its plant at Tomahawk the first of this month. The factory has been shut down since November 1, when the log supply became exhausted. Since then the plant has been thoroughly overhauled and a large supply of timber delivered to the yards. A. E. Sutliff is manager. George Meeker of Engadine, Mich., is foreman of the stave factory.

r Bodz. Best and Lataba Company of Grand Rapids which but themetal difficult Last vect as been obaged to shut down it plant pending a reorganization of the company. It is planned to redistress on a strong r than busis

William L. Yule, aged fifty-one, prominent manufacturer of Kenosha, died recently at his winter home in Los Angeles. He was vice-president of the Bain Wagon Works and interested in other manufacturing enter prises. Mr. Yule has been an invalid for the past two years. The remains were brought to Kenosha for burial. Mr. Yule is survived by a widow and one son, Gordon Yule, a senior at Yale.

C. A. Galloway, aged sixty-nine, leading manufacturer and lumber

C. A. Galloway, agod sixty-nine, leading manufacturer and lumber man of Fond du Lac. died suddenly on April 2. He was one of the proprietors of the Moore-Galloway Lumber Company, owner of lumber mills, wood manufacturing plants and dealer in lumber and millwork. Mr. Galloway is survived by his wife and two daughters. Edward H. Walker, aged sixty, head of the Walker Lumber Company, president of the Dickinson Lumber Company and one of the most prominent cltizens of Columbus, died in that city recently. The widow and three children, Gerald, Dorothy and Clarence, survive.

Matt Stephenson, half brother of Isaac Stephenson and brother of William Stephenson, superintendent of the Menominee River Broom Company, died at Marinette as the result of a paralytic stroke. He was sixty-nine years old.

sixty-nine years old.

Nelson D. Allen, seventy-four years old, for thirty-two years prominently identified with the lumbering industry of La Crosse, succumbed after a six months' illness. He was engaged in the early lumbering industry and retired about six years ago. Mr. Allen is survived by his widow. The couple had been making preparations to celebrate their golden wedding anniversary this year.

John W. Runkel, a retired lumberman of Oconto, died at the home of John W. Ruiner, a retired idnormal special the winter with his daughter at Oshkosh, where he was spending the winter with his wife. He was seventy-eight years old. Mr. Runkel was engaged in the lumber business at Oconto for thirty-two years. Besides the widow, four sons and seven daughters survive.

Abner Conro, aged eighty-seven, a former lumberman of the Fox River valley, at Oshkosh and Rhinelander, died in the latter city after an extended illness. He is survived by three sons, James M., of Marsh-feld, Ore., Samuel A., of Allegheny, Ore., and Charles A., of Rhinelander. The R. Connor Lumber Company lost its \$40,000 lawsuit against the

Wisconsin Central Railway Company in Circuit court of Grand Rapids. The claim rose out of a fire at Auburndale on May 18, 1906. The jury found that the Connor company suffered actual damages of \$35.503.84. but held that the railroad company was not negligent and that the fire was started as the result of an accident.

The Milwaukee road has taken off its two big trains between Iron Mountain and Menominee and is finishing the log hauling with regular trains. Although the log hauling season started very late, nearly all of the upper peninsula lumbermen found it an ideal season and it is estimated that about 100,000,000 feet of timber was cut. The fact that there was little snow made it possible to haul from the woods as much as is generally taken out in three months.

The federal government has purchased thirty-two hundred acres in Forest country from the Keith-Hiles Lumber Company for farm homes for the 400 Pottawatamie Indians. The land lies east and north of Stone Lake and near Wabeno Homes are to be erected and an Indian children's academy maintained.

With the disappearing of the ice in the pond of the mill of the Peshtigo Lumber Company, operations are being extended from day work to double shifts. Logs arriving on the railroad are being unloaded and a good supply for day and night sawing is being provided.

The labor situation in Milwaukee is regaining its normal standard slowly but surely. The annual slump was not only greater during the year of 1913-14, but it began from one to two months earlier than in former years, with the exception of 1908. This year it started as early former years, with the exception of 1908. This year it started as early as June. In former years plenty of work of all classes could be obtained as late as September. Since February 1 the rise in the situation has amounted to fully ten per cent toward normality. A steady increase in calls for more men is being noticed at the local branch of the Wisconsin Free Employment Bureau. Both skilled help and general laborers are finding employment with the advent of fair and milder weather. One incident to show the improvement is the fact that the Milwaukee road shops reengaged 200 men in the repair department who had been idle for several weeks following a general lay-off at the shops.



5 cars 3" 1s & 2s No. 1 & No. 2 Common Hard Maple

4 cars 2" 1s & 2s No. 1 and No. 2 Common Hard Maple

1 car 2" 1s & 2s No. 1 & No. 2 Common Soft Elm

2 cars 11/2" 1s & 2s No. 1 & No. 2 Common Soft Elm

### Gill-Dawley Lumber Co. Wausau. Wis.

# Saline River Hardwood Co.

Main Sales Office

Pine Bluff, Arkansas

Manufacturers of

### Genuine Forked-Leaf White Oak Red and Sap Gum Red Oak and Ash

We offer to the trade a remarkably SUPERIOR lumber

¶ Our TIMBER is virgin forest growth of the highest

¶ Our MILLS are new and produce accurately manufac-

Q Our LUMBER is all KRAETZER-CURED-treated with steam under pressure directly from the saw—insuring quick drying to light weight, freedom from seasoning defects and stick-marking, splits and stain.

¶ Kraetzer-cured lumber will "stay where you put it."

I Dry kiln and oak flooring plant in connection.

We solicit the inquiries and orders of critical and discriminating buyers.

¶ For straight cars of Yellow Pine, or mixed cars with Oak Flooring, write LONG-BELL LUMBER COMPANY, Kansas City, Mo.

# TROUBLE?

Are you having any lumber trouble?

Does your oak warp, split, check or honeycomb in the kiln?

Does your gum stain, buckle, twist or do the bucking broncho act?

Do you have any difficulty with split panels and defective glue joints?

Do you have to dye, stain or refill your lumber to get a uniform color?

Do you have any reclaims on finished goods from bad glue joints, finish or other reasons?

You can cure all your lumber troubles by using

# Kraetzer-cure

TRADE MARK

You don't have to buy Kraetzer-Cured Lumber—you can produce it yourself from air-dried, half-dry or green stock.

Your lumber will then dry in your kilns quick, straight and free of all defects.

We will tell you where to buy Kraetzer-Cured Lumber, if you ask us.

We will tell you about the Kraetzer Preparator, the use of which insures the quick and accurate seasoning of lumber, if you ask us.

We will send you a new and interesting pamphlet involving the entire theory and practice of steaming wood under pressure, if you ask us.

ASK US

The Kraetzer Company
537 S. Dearborn St., CHICAGO

### The Hardwood Market

### —≺ CHICAGO ≻=

Continued quictness prevails in the local market, perticularly in the factory trade. As a general thing this quietness seem to be based on actual lack of orders on the part of furniture manufacturers and kindred lines not finding themselves in particular need of any quantities of lumber. Quite a little disappointment has been experienced by such manufacturers in lack of development of orders for their products, but for the most part they are expressing themselves as at least hopeful of future developments within the next few months. As it is, they are not operating on full time as a general proposition and are storing stocks on their floors. This has resulted, in a great many instances, in the postponing of deliveries of lumber shipments which have been on the books for several weeks.

The interior finish plants are not doing any more than they had expected to do, but are continuing in fair shape. There promises to be an excellent opening up of building operations with the advent of warm weather, which is making itself felt in Chicago, which will react probably on the retail yards, through the interior finish plants, sash, door, and blind houses and other similar institutions.

The price situation continues on a fairly satisfactory basis with some little increase in the general level, but nothing that would indicate resumption of normal conditions, at least for a while to come. Generally speaking, oak seems to be in very fair request, that is, quartered oak, although plain oak is not in as good shape as had been desired or expected. Plain oak prices, however, have not broken any further to speak of and it is rather anticipated that in the course of a couple of months or so there will be a stiffening tendency.

There has been some slight improvement in the gum situation as a general proposition, but it cannot be said that red gum is even approaching a condition that is desired. Sap gum is in good shape for all lines of work and continues to show a marked strengthening.

Northern woods are doing fairly well and there is no apprehension felt on this score as to prices because of the general condition of stock at northern points, which is quite a little below what had been anticipated. As a result, there will probably not be more than enough stock to go around on the regular run of orders.

### -----≺ NEW YORK >--

While the lumber business in the greater city and nearby territory cannot boast of a big improvement over the conditions last reported, it is not without some bright spots and the downhearted talk of two weeks ago is giving way to words of optimism in many quarters. The weather has at last settled and outdoor work will be reasonably sure of fair weather from now on. It is hoped that building operations will be resumed with something like normal activity and from the volume of inquiry noted there should be a good new work begun within the next month or six weeks. As usual in times like the present the buyers are not keen to take advantage of the low market and the bulk of the going business is for prompt shipment, indicating that supplies in the hands of manufacturers and yards are broken. This condition is not entirely unfavorable for the wholesale market will benefit when buying becomes more active and stocks are not so easy to obtain. It is reported that the mills have no large surplus on hand, and any large amount of buying will tend to advance the price. It seems to be the general opinion that the last half of the current year will show up better than the first, the reasons being the uncertainty in the business world generally, due to the legislative program and the rate advance case. That an early settlement of the rate case would do much to relieve the situation is generally conceded, but it is a large question and should be thoroughly investigated before reaching a decision in order that the final result will be fair to all and thus be permanent. Constant litigation of this kind can only work hardship to business which should be free to follow the natural course of enterprise and energy.

### =< BUFFALO >=

The hardwood trade holds about steady, not much improvement having been noticeable during the past two weeks. Before the month is out wholesalers expect to see quite an improvement, but business so far has been a little less active than had been hoped for. The weather has been slow to warm up, so that the building demand has not started off actively and most buyers are taking stock only in small lots. Not much change has occurred in prices and there is room here for improvement.

Plain oak is said to be offering at lower prices in some mill sections, while elsewhere prices have been advanced. A good deal of this wood has been offering at such low prices that dealers have had little trouble in getting new stocks without paying advances. Chestnut is reported to be a little easier. Maple holds up well at the same firm prices as for some time. The trade in it compares favorably with that in other woods. Birch is holding its own, while gum is very quiet.

### → PHILADELPHIA >

Although the wholesale consucing undustries ching terrorously to their hand to mostly 1 - thod - buying and the wester has been more or less unfavorable, there has been a fair volume of hardwood lumber moving. The laying off of thousands of railroad employes during the last fortnight has added to a very palpable commercial depression, but notwithroad companies concerning their demand for an increase of five per cent on freight rates will be given in the near future, an ultimatum, which it on freight rates will be given in the dark return to the wholes of business in the direction of a more material prosperity. It is the impression of carefully thinking merchants that the administration is recognizing the danger of the present legislative strangulation and will seek to curtail any further unnecessary interesting with commercial enterprises. The narroweed market is in good control and prices are well maintained. Manufacturers are not forcing the market and the dealers who are desirous of securing them-selves against the future realize that the stock pile at the mills is anything but overloaded.

### =≺ BOSTON >=

The improvement of demand and movement noted in the last issue has been maintained, but there is no indication of any late increase in prices. The business revival this year has not been as marked as in many past years and there seem to be no dealers here who anticipate any appreciation in values. After the long, dull winter, there are some reports of business being done in certain items at very low prices, but in standard woods, such as quartered and plain oak, hickory, cherry, walnut and quartered sycamore, buying is done on about the usual basis, which is a certain indication that purchasers are not being quoted cut prices, excepting, of course, the usual abnormal cases that are often circulated far and wide. While poplar, gum and certain kinds of mahogany are not so strong as the woods mentioned above, the offerings in them are not so heavy as they have been in seasons past, and the fact that what reduced prices are made attract attention as "bargains" is significant that there is plenty of confidence in hardwood values as they are at present.

### ====< BALTIMORE >-

There are indications that an upturn in the hardwood trade is about to manifest itself, if it is not already under way. While reports about the state of business the early part of last month were almost the state of business the early part of last month were almost uniformly unfavorable, some encouraging statements are made at the present time, more interest being shown by buyers in the offerings of the salesmen and the number of orders placed being of such proportions as to indicate increasing wants, and the receptivity of the buyers is not confined to one section, but is fairly general over the East. Portions of Pennsylvania are said to be taking up lumber almost with freedom, while Canada and other localities, among them New England, are also in the market to a decidedly greater extent than was the case not so long ago. It seems as if, with the advent of favorable weather, much business that was held up by snow and cold has gotten under way, with the result that the yards and other buyers find it necessary to augment their holdings or place orders for stocks which they happen to have run out of. It would be too much to say that a big spurt is on. So far the movement has not gone ahead of rather modest proportions, but a decided improvement is none the less to be reported, as compared with the extreme quiet that prevailed. The better feeling apparently extends to every part of the territory tributary to Baltimore, hardwood men of this city who have visited Ohio and other middle western states of late also reporting that they were able to book a number of good orders. As far as can be learned, the revival of interest in supplies affects practically the entire list of bardwoods, showing that more or less putting off of actual requirements was resorted to for a time. The potentialities of the hardwood trade seem to be very fair, there being much work ahead which calls for the use of hardwoods. The railroads, for instance, have not been buying at all of late, but this does not prove that they have no necessities to be met. Before long, they will reach a point where needs can no longer be put off, and then something like a rush will ensue. Whatever may be said of the financial condition of the railroads, they must keep in shape to take care of traffic, and the present deferment of purchases of lumber, along with all other materials, cannot be kept up indefinitely. Other enterprises are in much the same position, and it requires only a little clearing up of the general situation to give the hardwood business a decidedly vigorous impetus. The export trade remains quiet, with stocks abroad still large and with prices depressed. It behooves the shippers of hardwoods to go slow in the matter of forwarding lumber to foreign countries, and this fact is impressing itself upon the members of the trade with sufficient distinctness to exert a very definite effect upon the movement. The forwardings through this port are still very much restricted, and caution is generally exercised.

The hardwood trade in Columbus and all parts of central Ohio has been fairly active during the past fortnight. The movement has been as good as could be expected when the unsettled weather conditions are taken into consideration. Buying has been held back to a certain extent by the unsettled weather and dealers are loath to increase their stocks

### Quartered White Oak 4 4" 1sts and 2nds. 50.000 4 4" No. 1 Common. 4/4" No. 2 Common. 110 000 10.000 5/4" 1sts and 2nds. 5/4" No. 1 Common. 35,000 70,000 6/4" 1sts and 2nds..... 7.000 6/4" No. 1 Common. 8/4" No. 1 Common. 20,000 6.000 18,000 Plain White Oak 4/4" 1sts and 2nds 25,000 4/4" No. 1 Common 240,000 5/4" No. 1 Common 28,000 15.000 15.000 Plain Red Oak 4/4" 1sts and 2nds......265,000 4/4" No. 1 Common 200,000 4/4" No. 2 Common 110,000 5/4" 1sts and 2nds. 5/4" No. 1 Common Mixed White and Red Oak Red Gum 4/4" 1sts and 2nds..... 40,000 5/4" 1sts and 2nds..... 38,000 5/4" No. 1 Common. 21,000 6/4" No. 1 Common. 24,000 1sts and 2nds..... 40,000 8/4" No. 1 Common.... 60,000 Sap Gum 4/4" 1sts and 2nds...... 15,000 Cottonwood 3/4" 1sts and 2nds, 6" and up. 15,000 4/4" 1sts & 2nds, 6" to 12". 200,000 4/4" 1sts and 2nds, 13" and up. 100,000 4/4" 8no Boards, 9" to 12". 50,000 4/4" Box Boards, 13" to 17". 160,000 Cypress 4/4" 1sts and 2nds...... 18,000 8/4" No. 1 Shop and Better ..... 60,000 Above stock is all of our own productionfrom good logs. Consists of good widths and lengths; is band sawn and carefully edged and

PAEPCKE LEICHT LUMBER COMPANY

CHICAGO, ILLINOIS

trimmed

GENERAL OFFICES



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

# LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.
THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB."

Codes Used-Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

### STOCK LIST-Dry Lumber on Hand April 1st, 1914

	3.81	1/2"	5/8"	3 4"	4 4"	5 4"	. 6.4"	8/4"	10 4"	12 4"	16 4"
1st & 2nd Otd, Wh. Oak, 6" & Up	90,000	75,000	20,000	50,000	90,000	24,000					
1st & 2nd Otd, Wh. Oak, 10 & 11"						12,000					
1st A 2nd Otd, Wh. Oak, 12" & Up.						6,000					
No. 1 Com, Qtd. Wh. Oak, 4' & Up		29,000	9,000	16,000	60,000	19,000	1,000				
No. 1 Com, Otd. Wh. Oak, 6" & Up					35,000						
No. 2 Com, Otd. Wh. Oak, 3" & Up					*23,000						
Clr. Strips, sap no defect, 21/2 51/2"					15,000						
1st & 2nd Pl. Wh. Oak, 6" & Up	60,000	50,000	40,000	20,000							
No. 1 Com. Pl. Wh. Oak, 4" & Up	60,000		40,000		175,000			25,000			
No. 2 Com. Pl. Wh. Oak, 3" & Up	30,000	18,000	15,000		30,000						
1st & 2nd Pl. Red Oak, 6" & Up.	30,000	30,000	26,000	*40,000		40,000	35,000	40,000			.500′
No. 1 Com, Pl. Red Oak, 4" & Up.	30,000	27,000	24,000	27,000	132,000	17,000	45,000	5,000			
					40,000						
Oak Core Stock 4" & Up					375,000						
1st & 2nd Red Gum, 6" & Up	275,000	254,000	178,000	375,000	175,000	130,000	145,000	13,000	16,000	4,000	
No. 1 Com. Red Gum, 4" & Up	225,000	252,000	180,000	315,000	360,000	185,000	53,000	38,000	2,000	2,000	
1st & 2nd Fig. Red Gum, 6" & Up	20,000	22,000	17,000	35,000	13,000	4,000	5,000				
No. 1 Com. Fig. Red Gum 4" & Up					6,000						
1st & 2nd Otd, Red Gum, 5" & Up					10,000	5,000	8,000	15,000			
No. 1 Com, Otd. Red Gum, 4" & Up					15,000	3,000	4,000	9,000			
Sap Gum By, Bds., 13-17"					35,000						
Sap Gum By, Bds., 9-12"					20,000						
1st & 2nd Sap Gum, 13-15"					40,000						
1st & 2nd Sap Gum, 15-18"					35,000						
1st & 2nd Sap Gum, 18" & Up					30,000						
1st & 2nd Sap Gum, 6" & Up	30,000	27,000	32,000	55,000	165,000	65,000	75,000	30,000	2,000		
No. I Com, Sap Gum, 4" & Up	15,000	23,000	30,000	20,000	250,000	60,000	15,000	7,000			
No. 2 Com. Gum, 3" & Up	200,000	20,000	150,000	75,000				15,000			
No. 3 Com, Gum, 3" & Up					125,000	95,000					
1st & 2nd Cypress							8,000	17,000			
Select Cypress								5,000			
							9,000	20,000			
No. 1 & No. 2 Com. Cypress.							12,000	51,000			
No. 2 Com, Tupelo					40,000						
Log Run Cottonwood					13,000						

\* Indicates stock dry enough to ship within 60 days; remainder of items ready for immediate shipment. The item of Oak Core Stock is a Special grade which we make, suitable for concerning over. We have Kraetzer Preparator facilities for drying Gum and stock run through this machine is absolutely bright. Let us have your impairies for thin stock not shown as we are able to cut same and make shipment within a very short time after receipt of order. We have facilities for klin-drying and surfacing. We specialize on tak timbers, Switch and Cross Thes. Cut Stock, Bridge and Crossing Plank.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND--WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

At this firm. With either weight to yourse of finde is expected to hierasse and pre-includes are either either declared in the near inter-

Beging on the near of relations of the states of the carried. While their stocks are rather good they are looking for a good greated and and are recognizing as sow's. Much of the opening is saint decreasing or the comments the court of the Landonies of net opining or rather than the same its afthought annitate, coursely and is not concern, its in the market

Prices are generally well unfutationed, although there is some shading of quotations to on the market like a world to consider the market like a world to consider the however. The indications are bright for active building operations not only in Columbus but also in the cities and towns in all parts of the Backey state. Dealers are included to stock us to a ready for the rush, Shipments are counting out steadily. Dry stocks in the hands of mill owners are not very large. Collections are somewhat slow.

Chestral is provide one of the strongest rounts in the narket and the demand is good for all grades. Sound wormy is the strongest grade. There is also a good demand for courtered and plain oak and prices are unchanged from the previous namely. Perday is bodding up well and stocks are not increasing. Basswood and ash are both firm and other hardwoods are unchanged.

### =≺ CINCINNATI >=

With the weather in an unsettled condition and business disturbed to such an extent all over this section, there is not a great deal for lumbermen to be particularly happy about. Business is not gaining as it should and lumbermen are not trying to conceal the fact that business is not right. The only hopeful indication is the numerous inquiries which have never failed to be a forerunner of some business, but it does not show up and the only consolation seems to be the fact that inquiries continue. The low state of stocks in the hands of large consuming plants leads the most optimistic dealers to hand out hopeful stuff, they claiming that there will be more or less business increases in manufactured articles made of wood and that the plants doing any business at all will have to buy stock, as they have very little to run on. Up to this time purchasing has been very light and is confined to immediate requirements and is likely to remain that way for some time to come.

One lumberman stated that the settling of the regional bank locations and the establishment of them when the new currency law will be in full topic will have a very good effect on business in every branch, and that the Interstate Commerce Commission will likely decide in favor of granting the railroads the 5 per cent increase in freight rates. It is claimed that this will result in a general purchasing by the railroads of lumber, iron and steel, as well as many other kinds of supplies, and with the railroads again in the market as big buyers all kinds of business will steadily improve.

If there is more demand for one wood over another it is for plain onk, but demand has slacked up for this ready seller, leaving ash the only wood in actual demand. The box makers are quite busy, however, and are consuming regularly good quantities of the low grades suitable for their purpose. The wagon and implement works are expecting to be in the market for limited supplies of hardwoods suitable for their needs and some dealers expect to do a little business in that field. The furniture trade does not improve much. Prices remain unchanged.

### ────≺ INDIANAPOLIS >───

Spring weather has been bringing out a little more business during the last ten days. There has been no heavy buying thus far but there has been an increase in the number of inquiries which might indicate that improved conditions are on their way.

The bardwood business in this locality probably is not as good as it was this time last year, but the hardwood trade is no different in this respect than many other lines of industry. There seems to be at this time throughout Indiana a gradual revival of activity in bardwood using Industries. Hardwood prices are practically unchanged from the quotations of the last few weeks.

### ——— ≺ MEMPHIS ≻——

There has been a slight improvement in the demand for hardwood lumber here recently, particularly from northern and eastern consuming and distributing interests following the more favorable weather in those sections. Furniture manufacturers have dispalyed some interest recently but there is not the snap and vim and vigor to the market which were anticipated with so much confidence among hardwood interests here with the opening of the spring season. Many inquiries are being made but comparatively few of these are resulting in business. There is a great deal of booking of small orders but these are of a character to suggest that consuming and distributing interests are somewhat disposed to buy only for their more immediate needs. Holders, however, are still firm in their double conviction that business is going to be good and that prices will work higher, with the result that, during the present rather quiet period, there is no disposition on the part of anybody to cut prices. There is a very good demand for plain red oak, and oak as a general proposition is moving at a fairly active rate. Ash is a good seller in all grades. Cottonwood and gum in the lower grades are in active demand and prices are well maintained. Box manufacturers are doing a large business and they are in the market for much raw material. The

# Mahogany and Circassian Lumber & Veneers

- ¶ The largest assortment of finest figured Mahogany Logs, Lumber and Veneers in the country can be found at the Chicago plant of C. L. Willey.
- ¶ We are just in receipt of fifteen cars of remarkably superior Circassian Walnut Logs, large size, well-figured and of good color, which are now being cut into Veneers.
- ¶ A visit or correspondence from discriminating buyers of all varieties of fine Imported and Domestic Cabinet Woods in Lumber and Veneer is solicited.
- ¶ You will not only find the Willey ware-houses well stocked with a superb collection of Circassian, Mahogany, Vermilion, Black Walnut and other fancy foreign and domestic lumber and veneers, but buyers are assured of prompt and painstaking service, and a quality of product not usually obtainable.
- ¶ To visit the plant take Blue Island Ave. car at the postoffice to Robey Street.

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Largest Fancy Wood Veneer and Lumber producing plant in the world

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All Kinds of High-Grade

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Best Indemnity at Lowest Net Cost Can Be Obtained From

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In Savings DIVIDENDS Returned

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Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

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KANSAS CITY

upper grades of cottonwood, however, are comparatively slow. in the upper grades moves well but red has shown little if any improvement recently though there has been considerable increase in the number of inquiries. Cypress is still slow with the exception of shops, which move pretty well. Export business is still rather quiet.

### —≺ NASHVILLE >—

Unsettled and severe wintry weather during the month of March had the effect of curtailing the demand for hardwood lumber in this market. April opened with more favorable weather, and it is believed that a material increase in business will be shown this month. There is a good demand for plain and quartered oak. Poplar in some grades is also in fair demand. Orders are also being received for ash, hickory and other lines in moderate way. Retail trade has been more active on account of more building operations.

### —≺ LOUISVILLE >—

A considerable improvement in the demand for hardwoods has been in evidence since the first of the month, buyers having come to the end of their rope as far as reserve stocks are concerned, and having decided to place some of the orders which they have been holding up awaiting either a definite indication as to business conditions or a break in the While the general business situation has not been more closely defined than heretofore, lumber prices have not relaxed, either; and there being no further excuse for holding off, buyers are coming into the market. The opening of building operations is going to help conditions, while spring business with the furniture retailers and others will move enough goods to keep the furniture manufacturers working to fill in their stocks. However, general conditions in the furniture trade are probably below normal just now. The demand for quartered oak is excellent, and prices are firm. Plain oak is about the same, no special change being reported. Ash is showing improvement, as is cottonwood. Red gum is also said to be picking up. Some export business is making its appearance. Chestnut is in good call.

### =< ST. LOUIS >=

Only a limited volume of business is being done by the local hardwood distributors but nevertheless trade is fairly good, all things considered, and it is growing better with good prospects in sight. While the local stocks are of good size and pretty well assorted, the distributors do not hesitate to buy when bargains are being offered by the manufacturers as it is well known that the country yards have depleted stocks and must replenish them when business begins. Plain-sawed white oak is most in demand with quartered red and white oak a close second. The better grades of red gum and thick ash are also in fairly good request. Prices on all items are being well maintained. The cypress trade is showing a gradual improvement. Many small orders are coming in and more will come with pleasant weather. The majority of the orders are for mixed car lots. The factory trade is not so good as it might be, although it, too, is showing an improvement and will be much better when general business conditions are improved.

### **==<** MILWAUKEE **>==**

The hardwood business seems to be improving slowly. Plenty of inquiries are being made, a fact which leads wholesalers to believe that there are better things ahead. Actual orders from retailers about Wisconsin are coming in at a better rate, as stocks are light at most yards. The average dealer seems to have finally come to the conclusion that prices are sure to go higher and that the longer the placing of orders is deferred the greater chance there is of paying a higher figure.

Late developments seem to show that some of the large hardwood consuming concerns have enough stocks on hand to last them for a time, so it may be expected that these concerns will buy as little as possible until new stocks are in shipping condition. Most of the smaller concerns, however, are not stocked up so heavily, and wholesalers are looking for an improved demand from this source.

The decreased log cut of northern Wisconsin and Michigan during the past season is expected to result in higher prices for all lines of northern bardwood. No winter was experienced until the latter part of January, so that very little skidding or hauling was done until after February 1. Most concerns were fortunate in finally getting all their logs to the sidings, but the total cut was much smaller than had been anticipated.

Hardwood prices are holding firm, although few advances have been made as yet. Birch and basswood are in good demand and it is reported from the lumber country that birch logs are selling as high as \$25 per thousand on the cars, at least \$2 or \$3 higher than the selling price of a year ago. Maple is in good request, a natural result of a better inquiry for maple ilooring. Southern oak, especially plain oak, is firm and is in leading demand among the southern bardwoods.

Building permits issued by W. D. Harper, Milwaukee building inspector, during the first three months of the present year, represent an investment of \$1,744,002, as compared with \$1,609,441 during the corresponding period a year ago. This represents a gain of \$134.561. Inspector Harper is confident that building operations will attain a new high point during 1914.

# Advertisers' Directory

NORTHERN HARDWOODS.		Leming, M. E., Lumber Com-		North Vernon Lumber Company		Willey, C. L	55
American Lumber & Mfg. Co	14	Licking River Lumber Company	30	Paepcke Leicht Lumber Co	53	Williams, Ichabod T., & Sons	10
Boyle, Inc., Carence	67	Miller Lumber Company	41	Parry, Chas. K., & Co	12	HARDWOOD FLOORING.	
Buffalo Hardwood Lumber Co Cartier-Holland Lumber Co		Mossman Lumber Company	45	Riemeier Lumber Company	38	Anderson Veneer & Sawmill Co.	
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White Lake Lumber Company Wiggin, H. D Williams, Ichabod T., & Sons	39 14 16	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Dermott Land & Lumber Co Farrin, M. B., Lumber Co	37	Evansville Veneer Company Hoffman Bros. Company Huddleston-Marsh Lumber Co	65 65	Kraetzer Company, The National Dry Kiln Company	62 14
White Lake Lumber Company Wiggin, H. D	39 14 16 14	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Dermott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co	37 38 9	Evansville Veneer Company Hoffman Bros. Company	65 65 5	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company	62 14 63
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosaic Company.	39 14 16 14 14 15	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Dermott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company.	37 38 9	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company	65 65 5 65 37 6	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI	62 14 63 ES.
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons Willson Bros. Lumber Company. Wistar, Underhill & Nixon Wood-Mosaic Company. Yeager Lumber Company, Inc	39 14 16 14 14 15 67	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company beemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber	37 38 9	Evansville Veneer Company  Hoffman Bros. Company  Huddleston-Marsh Lumber Co.  Jarrell, B. C., & Co  Kentucky Veneer Works.  Knoxville Veneer Company  Louisville Veneer Mills.	65 65 65 65 37 6	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company	62 14 63 ES.
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosaic Company.	39 14 16 14 14 15 67	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company	37 38 9 16	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Mills. Memphis Veneer & Lumber Co.	65 65 65 65 37 6 11 65	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co	62 14 63 ES.
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons Willson Bros. Lumber Company. Wistar, Underhill & Nixon Wood-Mosaic Company. Yeager Lumber Company, Inc	39 14 16 14 14 15 67	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber	37 38 9 16	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works Knoxville Veneer Company. Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co.	65 65 65 65 37 6 11 65 49	Kraetzer Company, The  National Dry Kiln Company  Phila. Textile Mchy. Company  Standard Dry Kiln Company  SAWS, KNIVES AND SUPPLI  Atkins, E. C., & Co  Covel Manufacturing Company.	62 14 63 ES.
White Lake Lumber Company. Wiggin, H. D	39 14 16 14 14 15 67 3	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company. Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W.	5 37 38 9 16 4 13 9 43	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell. B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co. Martzik, J. J.	65 65 5 65 37 6 11 65 49 5	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company	62 14 63 ES.
White Lake Lumber Company. Wiggin, H. D	39 14 16 14 14 15 67 3	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Detmott Land & Lumber Co Farrin, M. B., Lumber Co Faris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gaty, W. W Harris Manufacturing Co	37 38 9 16 4 13 9	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works Knoxville Veneer Company. Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co.	65 65 5 65 37 6 11 65 49 5	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company	62 14 63 E.S. 61 16
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co.  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Day Lumber & Coal Company.	39 14 16 14 14 15 67 3	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co	5 37 38 9 16 4 13 9 43	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co. Martsik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walbut & Veneer Co.	65 65 5 65 37 6 11 65 49 5 38	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co	62 14 63 E.S. 61 16
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co.  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company.	39 14 16 14 14 15 67 3	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co Heyser, W. E., Lumber Co	5 37 38 9 16 4 13 9 43	Evansville Veneer Company Huddleston-Marsh Lumber Co Jarrell, B. C., & Co Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Company Louisville Veneer Co Merrill Veneer Co Natrsik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co Pickrel Walnut Company.	65 65 5 65 37 6 11 65 49 5 38	Kraetzer Company, The  National Dry Kiln Company  Phila. Textile Mchy. Company  Standard Dry Kiln Company  SAWS, KNIVES AND SUPPLI  Atkins, E. C., & Co  Covel Manufacturing Company  LUMBER INSURANCE.  Central Manufacturers' Mut. Ins.  Company  Epperson, U. S., & Co  Indiana Lumbermen's Mut. Ins.	62 14 63 E.S. 61 16
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosalc Company. Yeager Lumber Company, Inc. Young, W. D., & Co  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co.	39 14 16 14 14 15 67 3 9 38 38 16	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co. Gaty, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co. Himmelberger-Harrison Lumber	5 37 38 9 16 4 13 9 43	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell. B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co. Merrill Veneer Company Johio Veneer Company Pelmer & Parker Company Penrod Walnut & Veneer Co Pickrel Walnut Company Rayper, J.	65 65 5 65 37 6 11 65 49 5 38	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company	62 14 63 E.S. 61 16
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Wilstar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co.  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co. Kentucky Lumber Company.	39 14 16 14 14 15 67 3 9 38 38 16 47	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Detmott Land & Lumber Co Farrin, M. B., Lumber Co Farins Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W Harris Manufacturing Co Hayden & Westcott Lumber Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber Company Luddleston-Marsh Lumber Co Huddleston-Marsh Lumber Co	5 37 38 9 16 4 13 9 43 38 4 7	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co. Merrill Veneer Co. Martsik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co. Pickrel Walnut Company Rayner, J. Sanders & Egbert Company.	65 65 5 65 37 6 11 65 49 5 38 8 13	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance	62 14 63 ES. 61 16
White Lake Lumber Company. Wiggin, H. D Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co Kentucky Lumber Company. Logan, J. M., Lumber Company.	39 14 16 14 14 15 67 3 9 38 38 16 47	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Heyser, W. E., Lumber Co Himmelberger-Harrison Lumber Company. Huddleston-Marsh Lumber Co Johns-Mowbray-Nelson Co	5 37 38 9 16 4 13 9 43 38 4 7	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company. Louisville Veneer & Lumber Co. Merrill Veneer & Lumber Co. Merrill Veneer & Lumber Co. Merrill Veneer Company. Palmer & Parker Company. Peprod Welnut & Veneer Co. Pickrel Walnut Company. Rayner, J. Sanders & Egbert Company. Sanders & Egbert Company.	65 65 5 65 37 6 11 65 49 5 38 8 13	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co Indiana Lumbermen's Mut. Ins. Company	62 14 63 ES. 61 16 56 56
White Lake Lumber Company. Wiggin, H. D Williams, Ichabod T., & Sons Williams, Ichabod T., & Sons Wilson Bros. Lumber Company. Wistar, Underhill & Nixon Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co	39 14 16 14 14 15 67 3 38 38 16 47 6 68 15	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W Hayris Manufacturing Co Hayden & Westcott Lumber Co. Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co	5 37 38 9 16 4 13 9 43 38 4 7	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Company Louisville Veneer & Lumber Co. Merrill Veneer & Lumber Co. Nartzik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co. Pickrel Walnut Company Rayner, J. Sanders & Egbert Company Stolle Lumber & Veneer Co. Thompson, W. T., Veneer Co. Underwood Veneer Company	65 65 5 65 37 6 11 65 49 5 38 8 13 5	Kraetzer Company, The  National Dry Kiln Company  Phila. Textile Mchy. Company  Standard Dry Kiln Company  SAWS, KNIVES AND SUPPLI  Atkins, E. C., & Co  Covel Manufacturing Company  LUMBER INSURANCE.  Central Manufacturers' Mut. Ins.  Company  Epperson, U. S., & Co  Indiana Lumbermen's Mut. Ins.  Company  Lumber Mutual Fire Insurance  Company  Lumbermen's Mut. Ins. Co  Lumbermen's Underwriting Alli-	62 14 63 ES. 61 16 56 56 56
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Wilstar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co.  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co. Kentucky Lumber Company. Logan, J. M., Lumber Co. Vansant, Kitchen & Co.	39 14 16 14 14 15 67 3 38 38 16 47 6 68 15	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co. Gaty, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Himmelberger, W. E., Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co. Johns-Mowbray-Nelson Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Jones & Dunn	5 37 38 9 16 4 13 9 43 38 4 7 42 5 38 9 42	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell. B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Memphis Veneer & Lumber Co. Merrill Veneer & Lumber Co. Merrill Veneer Company.  Johio Veneer Company Penrod Walnut & Veneer Co Pickrel Walnut Company Rayner, J Sanders & Egbert Company Stolle Lumber & Veneer Co Thompson, W. T., Veneer Co Underwood Veneer Company Willey, C. L	65 65 5 65 37 6 11 65 49 5 38 8 13 5 13 37 64 55	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company. LUMBER INSURANCE. Ondiana Lumbermen's Mut. Ins. Company. Lumber Mutual Fire Insurance Company. Lumbermen's Mut. Ins. Co	62 14 63 ES. 61 16 56 56 56
White Lake Lumber Company. Wiggin, H. D	39 14 16 14 14 15 67 3 38 38 16 47 6 68 15	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company. Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co. Himmelberger-Harrison Lumber Company. Huddleston-Marsh Lumber Co Johns-Mowbray-Nelson Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Jones & Dunn. Kennedy, James, & Co	37 38 9 16 4 13 9 43 38 4 7 42 5 38 9 42 38	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer Co. Merrill Veneer Co. Martzik, J. J. Ohio Veneer Company Palmer & Parker Company Penrod Walnut & Veneer Co. Pickrel Walnut Company Stolle Lumber & Veneer Co. Underwood Veneer Co. Underwood Veneer Company Willey, C. L. Williams, Ichabod T., & Sons	65 65 5 65 37 6 11 65 49 5 38 8 13 5 13 37 64 55	Kraetzer Company, The National Dry Kiln Company Phila. Textile Mchy. Company Standard Dry Kiln Company SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Manufacturing Lumbermen's Manufacturing Lumbermen's	62 14 63 ES. 61 16 56 56 56
White Lake Lumber Company. Wiggin, H. D Williams, Ichabod T., & Sons. Willson Bros. Lumber Company. Wistar, Underhill & Nixon. Wood-Mosalc Company. Yeager Lumber Company, Inc. Young, W. D., & Co  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber & Coal Company. Parrin, M. B., Lumber Company. Farrin, M. B., Lumber Company. Logan, J. M., Lumber Company. Logan, J. M., Lumber Company. Yellow Poplar Lumber Company. Yellow Poplar Lumber Co  RED GUM.	39 14 16 14 14 15 67 3 9 38 38 16 47 68 15 68 15 7-68	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Deemott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co. Gaty, W. W. Harris Manufacturing Co Hayden & Westcott Lumber Co Himmelberger-Harrison Lumber Company Huddleston-Marsh Lumber Co Johns-Mowbray-Nelson Co Johns-Mowbray-Nelson Co Johns-Mowbray-Nelson Co Jones & Dunn Kennedy, James, & Co Kentucky-Indiana Hardwood Co.	37 38 9 16 4 13 9 43 38 4 7 42 5 38 9 42 38 11	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works Knoxville Veneer Company Louisville Veneer Company Louisville Veneer & Lumber Co. Merrill Veneer & Lumber Co. Merrill Veneer Company Palmer & Parker Company Penrod Wainut & Veneer Co. Pickrel Wainut Company Rayner, J Sanders & Egbert Company Stolle Lumber & Veneer Co. Thompson, W. T., Veneer Co. Underwood Veneer Company Williams, Ichabod T., & Sons Williams, Ichabod T., & Sons	65 65 5 65 37 6 11 65 49 5 38 8 13 5 13 37 64 55	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company Lumber Mutual Fire Insurance Company Lumbermen's Mut. Ins. Co Lumbermen's Underwriting Alliance Manufacturing Lumbermen's Underwriters	62 14 63 ES. 61 16 56 56 56 56
White Lake Lumber Company. Wiggin, H. D. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Williams, Ichabod T., & Sons. Wilstar, Underhill & Nixon. Wood-Mosaic Company. Yeager Lumber Company, Inc. Young, W. D., & Co.  POPLAR. Anderson-Tully Company. Atlantic Lumber Company. Day Lumber Company. Farrin, M. B., Lumber Company. Faust Bros. Lumber Co. Kentucky Lumber Co. Kentucky Lumber Company. Logan, J. M., Lumber Co. Wood, R. E., Lumber Company. Yellow Poplar Lumber Co.  **RED GUM. Anderson-Tully Company.  **RED GUM.	39 14 16 14 14 15 67 3 38 38 16 47 6 68 15 7-68	Estabrook-Skeele Lumber Co Evans, G. H., Lumber Company Detmott Land & Lumber Co Farrin, M. B., Lumber Co Farris Hardwood Lumber Co Faust Bros. Lumber Company. Flanner-Steger Land & Lumber Company Francke, Theodor, Erben Gmb. H. Garetson-Greason Lumber Co Gary, W. W Harris Manufacturing Co Hiayden & Westcott Lumber Co. Hiayden & Westcott Lumber Co Himmelberger-Harrison Lumber Company. Huddleston-Marsh Lumber Co Johnson-Tustin Lumber Co Johnson-Tustin Lumber Co Jones & Dunn. Kennedy, James, & Co Kentucky-Indiana Hardwood Co. Kentucky-Indiana Hardwood Co. Kentucky-Lumber Company Klann, E. H., Lumber Co	37 38 9 16 4 13 9 43 38 4 7 42 5 38 9 42 38 11 47 59	Evansville Veneer Company Huddleston-Marsh Lumber Co. Jarrell, B. C., & Co. Kentucky Veneer Works. Knoxville Veneer Company Louisville Veneer Mills Memphis Veneer & Lumber Co. Merrill Veneer G. Martzik, J. Ohio Veneer Company Palmer & Parker Company Palmer & Parker Company Penrod Walnut & Veneer Co. Pickrel Walnut Company. Stolle Lumber & Veneer Co. Underwood Veneer Co. Underwood Veneer Company. Willey, C. L. Williams, Ichabod T., & Sons Williamson-Kuny Mill & Lumber Company	65 65 5 65 37 6 11 65 49 5 38 8 13 5 13 37 39 64 55 16	Kraetzer Company, The National Dry Kiln Company. Phila. Textile Mchy. Company. Standard Dry Kiln Company. SAWS, KNIVES AND SUPPLI Atkins, E. C., & Co Covel Manufacturing Company. Simonds Mfg. Company. LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company. Epperson, U. S., & Co. Indiana Lumbermen's Mut. Ins. Company. Lumber Mutual Fire Insurance Company. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Mut. Ins. Co. Lumbermen's Underwriting Alliance. Manufacturing Lumbermen's Underwriters Pennsylvania Lumbermen's Mut.	62 14 63 ES. 61 16 56 56 56 56
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young man to learn the lumber business. High school education, good health, energetic worker. If you need a boy of this character, answer this Age nineteen years Address, "BOX 41." care HARDWOOD RECORD

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wanted for hardwoods and white pine. Must bave personal experience in grading and knowledge of the eastern market. A man of like experience to be located in Michigan. Address

"Box 128," care Hardwood Record

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### WANTED-EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIA-TION of Wholesale Lumber & Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

### LOGS WANTED

### WANTED-BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Obio.

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### \$15,000,000,00

We have about fifteen million dollars' worth of timberlands for sale. Write us what you want. Dealers in timberlands, lumber yards, mill machinery, mills for sale, arranging loans, selling and exchanging cutover lands, and a general real estate business. If you want to buy or sell write us. THE JANESVILLE EXCHANGE, Timber Dept., Janesville, Wisconsin.

### LUMBER FOR SALE

### BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Sell ing Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg. Chicago

# **DIMENSION STOCK WANTED**

### WANTED

Hard Maple and Beech Squares 42", 44" 48" long, plump 1" x 1". Must be clear and straight If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO. New Philadelphia, Ohio

### WANTED.

Birch and Maple Squares, size 2x2x30" long. LEOPOLD DESK CO., Burlington, Iowa.

### WANTED

### DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street.

New York

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### FINE TIMBER TRACTS.

We have a number of timber tracts for sale in most all states at low prices and reasonable terms. Have few bargain tracts that are offered sale. Write us what you want, we THE JANESVILLE EXCHANGE, for quick sale. have it. Timber Dept., Janesville, Wis.

### TIMBER INVESTMENTS

We have a number of timber tracts offered for sale that are probably the most enticing investments offered in America today. Our list consists of all varieties of timber in different size tracts. We can please the most discriminating. Would be pleased to submit proposition on receipt of your requirements

GREAT NORTHERN INVESTMENT CO. Main Offices . Jamesville, Wis.

### FOR SALE

about 250,000,000 feet hardwood tumber in fee, including logging railroad, logging equipment, sawmill, planing mill, etc., complete. Price right. Address, "EOX 44," care HARDWOOD RECORD.

### TIMBER INVESTMENTS

We have a number of timber tract offered for sale that are probably the most entreing invest ments offered in Austrea today sists of all varieties of timber in different size We can prease the most dis liminating, Would be pleased to submit proposition on receipt

GREAT NORTHERN INVESTMENT CO., Main offices: Janesville, Wis.

### DIMENSION STOCK FOR SALE

### OAK SQUARES

1 car 15;x15;x10 and 80" 1 car 2x2x10 and 10", 23;x23;x10 and 80" Would like to contract with some furniture

oncern for Oak Squares, 214×25 and 29" long one-fourth could be 19" or any length shorter than 25", and some could run up to 48" long. the balance would have to be 25 and 29"

BROWN & HARRIS LBR CO. Holmesville, O.

### FANCY BLACK WALNUT GUNSTOCK 500,000 feet black locust logs and 1,000,000

feet second growth white hickory will cut into dimension stock. O C RICHARDSON.

Tullahoma, Tenn.

### RIM DIMENSION FOR SALE

Want to correspond with concern using 21/4" stock, various widths, 8' long. Could also furnish other thickness and lengths to suit your requirements, omitting the 21/4" size. Have been cutting this dimension for years and know the Could furnish 1 to 2 cars per month. BROWN & HARRIS LBR. CO., Holmesville, O.

### MACHINERY FOR SALE

Two Portable Sawmills, 40 H. P. each. Each mill has butting saws and gang edgers, together with steam pump, which is large enough for ample fire protection. Also several 8-wheel log wagons, one heavy team of oxen (five yoke). This material is in first-class condition and can be inspected upon the grounds. We might negotiate for part payment in lumber. Communicate with J. P. Lynch, Manager, JOHN SCHROEDER LBR. CO., Georgetown, Miss.

### **LUMBER WANTED**

### WANT TO BUY

output of Band Mill cutting 20,000 feet or more per day, manufacturing Plain and Quartered Oak, Poplar, Chestnut, etc. We pay cash and guarantee to ship stock as fast as dry. Address, "BOX 42." care HARDWOOD RECORD.

### WANTED

5/4 common Basswood, 50% 10" and up; 4/4 to 8/4 common and better White Rock Maple. Quote immediate or later delivery New York point. Address, "BOX 43," care Hardwood Record.

### WANTED

Car 4 4", S' soft White Oak Tie Sidings No. 1 common and better; also 3x3-30" long White Oak for table legs. M. J. BERNHARD, Buffalo, N. Y.

### WANTED OAK AND CHESTNUT

100,000 feet 8 4 No. 1 common Plain Oak, dry Indiana stock preferred; 100,000 feet 4/4 Soand Wormy Chestnut. S. BURKHOLDER LBR. CO., Crawfordsville, Ind.

#### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily seld if advertised in the Wanted and For Sale section of Hardwood Recond. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

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for sale, and about 30,000,000 feet Hemlock and Hardwood stumpage at Upson, Wis, N. EMERSON,

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Engineering Department, Birmingham, Alabama

#### FOR SALE

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We are in a position to supply you with any kind of timber that your needs require anywhere in the United States, Canada, Mexico, Cuba and the Republic of Panama. Our list comprises over \$60,000,000 worth of timberlands. Write for copy.

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Special, patented, triphrate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use ended the supplied of the supplied to be a period to retain triplicate, and forward statistical to invoice. Experience designed to be attached to invoice.

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Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



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#### HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., CHICAGO

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Specimen of one of the thousands of natented tabled index cards involved in Hardwood Record's compregated Information Service, showing namal requirements for Lumber, Dimension Stock, Veneers and Page of the Child Company of the Child Charles and Page of the Child States and Canado.



Illustration of Oak Cabinet in which this Information Service is filed.

#### ILLINOIS

		Key	7
- 1	Ash	12	Hickory
2	Rasswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alpha-betically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

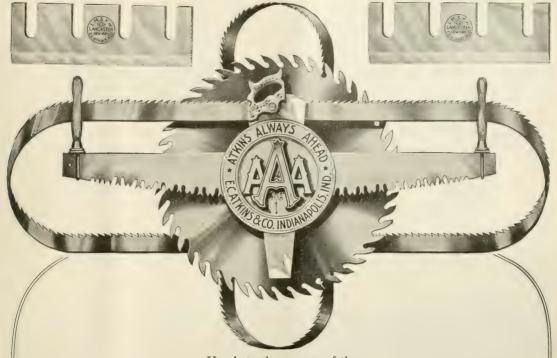
THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

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CADILLAC MACHINE CO

Makers of Handle Makers Tools, CADILLAC, MICHIGAN

## Kiln Truck



We make all styles of Kiln Trucks and Transfer Cars. They are roller bearing, steel or malleable iron wheels. We have one contract for twelve hundred of these trucks, with eight-inch wheels.

Always a large stock of material on hand. Can make prompt shipment.

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#### THE RUSSEL COMBINED SKIDDER AND LOADER IN OPERATION

Russel Logging Cars are built to stand severe service, of any capacity desired or to suit any length of log.

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The most convincing proof of any machine's efficiency, next to a personal trial, is the expression of those who have used them.

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are built for severe service on steep grades, sharp curves and uneven tracks.



They are symmetrical in construction, with central drive and gears of selected material.

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—if you want to get rid of your present drying troubles. We'd like to demonstrate to you, under a written guaranty, that no other method of drying your stock is at once so simple, so economical and so successful as The Standard Moist Air System.

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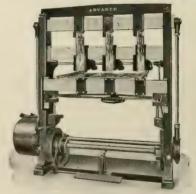
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HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue,

snape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-pip stock, and do not employ sliced our quartered oak. Our quartered oak panels are all from sawed

YEDRET

Every pound of give we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

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IVE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co.

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## Custom Mill Work, Storage, Inspection

#### Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere. We always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

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## VENEERS AND PANELS



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Manufacturers and Importers of Circassian Walnut, Mahogany

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We quarter-saw and slice White Oak. Red Oak, Gum and Sycamore

Rotary cut stock in poplar and gum, for cross banding, back panels, drawer bottoms

and panels.

Plant is equipped with the most modern. machinery and drying systems known.

### B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

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Cut right; dried right; prices right

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Sliced and Sawed Quartered and Plain White and Red Oak

Walnut Cherry Ash Maple Also Band Sawn Lumber in These Woods

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